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INDIANA COLLECTION

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THE LARGEST MANUFACTURERS IN THE UNITED STATES, SELLING TO THE CONSUMER EXCLUSIVELY.
SHIP ANYWHERE FOR EXAMINATION.
ELKHART
CARRIAGE
AND
HARNESS
MFG. CO.
ELKHART, IND.
U.S.A.

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For the benefit of anyone unacquainted with our goods and manner of dealing, who might hesitate to send away from home for a buggy or harness, we publish the following testimonial:

The proprietors of the Elkhart Carriage and Harness Manufacturing Company are personally known to the undersigned, and are thoroughly reliable, straightforward business men; anyone is safe in sending them money in advance. They have built up a very large trade during the past twenty-two years by their fair methods of dealing.

WM. H. KNICKERBOCKER, *Cashier First National Bank, Elkhart.* F. W. MILLER, *Cashier St. Joseph Valley Bank, Elkhart.*
E. R. KERSTETTER, *Cashier Elkhart National Bank, Elkhart.* W. L. COLLINS, *Cashier Indiana National Bank, Elkhart.*

Address all correspondence to W. B. PRATT, *Secretary*, ELKHART, IND.

RULES FOR THE CARE AND PRESERVATION OF CARRIAGES.

THE USE of a vehicle over rocky roads or across car tracks will expand the tires, as they would be expanded if pounded with a hammer. If the tires become slack from this cause, the joints will loosen where the spokes enter the felloes, and the wheels must have attention or they will be permanently injured, no matter how perfect the material. After the tires are removed, the blacksmith should shorten the felloes by cutting out a small piece where the sections meet, and then reset the tires. Never allow mud to dry on the surface; it will stain the varnish and frequently cause the paint to scale off. Use care in washing your buggy, and keep it out of the sun until you have wiped it dry with a chamois skin. When possible, keep your vehicle in a carriage house away from the stable, as the ammonia of the stable affects the varnish Keep all bolts tightened. Use sperm or castor oil on the axle. If any parts of our work give out from defective material or workmanship, write us a plain statement of the facts, and the same will command our immediate attention.

Please do not contract repair bills until our consent is gained; let us both remember the *Golden Rule.*

W. B. Pratt, Sec'y. Redfield, Iowa, May 20, 1895.
Dear Sir: I have just received the surrey and parts of harness, well crated and in good shape. Before ordering from you I examined and priced many vehicles of several dealers, and since receiving yours I am satisfied I saved $40.00 by buying from you. Yours truly, J. W. BUNDY.

W. B. Pratt, Sec'y. Mount Hope, N. Y., May 28, 1895.
Dear Sir: For a month I have tried, in every way, the wagon and harness I purchased of you, and it still remains A No. 1. I am more pleased each day, for I could not have purchased them here for less than 50 per cent. more than I paid you. You shall hereafter have my patronage. Some friends are talking strongly of ordering from you. Wishing you abundant success, I am, Sincerely yours,
E. E. CORTRIGHT.

W. B. Pratt, Sec'y. Scottsburg, N. Y., Oct. 30, 1895.
Dear Sir: Received the surrey in good shape. It more than meets my expectations. People are surprised at the cost of it. I asked them their opinion on the price; they said from $80.00 to $100.00. I think I have saved from $30.00 to $50.00 in not buying from dealers here. Wishing you success in your way of doing business, I remain, Very truly yours,
O. W. MORRIS.

W. B. Pratt, Sec'y. Coosa, Ga., Dec. 16, 1895.
Dear Sir: My surrey arrived all O. K. the 6th inst. To say that I am well pleased with it is but a feeble way of expressing it. I have saved at least one-third by buying from you. It is a pleasure to deal with such a firm.
Yours respectfully, W. N. N. CAMP.

MENNONITE PUBLISHING CO., ELKHART, IND.

Title Page

INDIANA COLLECTION

ELKHART CARRIAGE AND . . .

ESTABLISHED, 1873.

HARNESS MFG. COMPANY,

ELKHART INDIANA.

NO. 35, 1896.

INTRODUCTION.

For twenty-three years we have been manufacturing and selling vehicles to the consumer at factory prices. Our trade has steadily increased each year, notwithstanding the general business depressions through which we have passed. Our work is in daily use in every State and Territory in the Union, and we ship to every country and to every climate in the world.

OUR PLAN IS SIMPLE.

In the first place, we make good, honest work. The price we put on it covers the first cost of manufacturing and a profit that is reasonable and fair between man and man. We are able to figure that profit to a cent, because we do not sell on time, and are not obliged to add a certain percent. to cover bad debts and business failures, as all other manufacturers are who do a credit business. Our prices being as low as it is any object to sell at, you will see it would make no difference to us whether we sold all our factory can make to one man, at a given price, or ten thousand men at the same price. We avoid all of the expenses of putting men on the road to sell our goods. We save all of the expenses and profits of the dealer and agent and middleman. You simply buy from us at manufacturer's wholesale prices, without anything being added for bad debts, or travelingman's salary or travelingman's expenses, or the dealer's profits or his expenses. Under the old way of selling through agents, it costs almost as much to sell the goods as it does to make them, and we all know it is the consumer, or the last man to get them, who pays the whole bill.

YOU RUN NO RISK.

You are just as safe in ordering from us as you are from the local dealer. We will ship the goods so you can examine them before paying. If you find, after seeing them, that you can do better anywhere else, we will order the shipment returned, and pay freight both ways.

DESCRIPTION OF MATERIAL.

Gearing—Best selected, thoroughly seasoned hickory.

Body—Best of seasoned ash sills and yellow poplar panels, screwed, glued and plugged. We claim for our bodies that they are the very best. We use thoroughly air-seasoned timber. We use good glue. Bodies are thoroughly clamped at every point at which a clamp can be used. These clamps are left on until the glue has become set and hard. We put corner irons on seats and bodies, so it is impossible for our work to give out at the corners.

Wheels—Are all made of carefully selected and thoroughly seasoned hickory, and fully warranted.

Shafts and Poles—Are made of fine hickory and the best shapes.

Iron Work—Axles are double-collar steel. Tire is round-edge steel. Springs are fine steel, warranted. Norway forgings, clips and bolts. Tops on buggies have shifting rails.

We are sometimes asked if cuts show number of spokes in wheels. They do not. The Sarven patent wheels we use have sixteen spokes. Half Dodge wheels have fourteen spokes. Neither do cuts show side curtains on tops, but every top has side and back curtains.

PAINTING.

We give particular attention to the painting of our vehicles. We consider it a very important part. We prime with linseed oil. Bodies receive a coat of lead and several coats of rough stuff, they are rubbed down with lump pumice stone, then colored; after which the rubbing varnish is put on; each coat of rubbing varnish being rubbed down with pulverized pumice stone. It requires six days for each coat of rubbing varnish to be in good condition to rub. After the last coat is rubbed the body is carefully cleaned and the last or finishing coat is put on. Counting the priming coat, lead coat, each coat of rough stuff, rubbing out, coloring, rubbing varnish, rubbing rub varnish, washing and finishing, our bodies average nearly twenty times handling. Gears are treated to about the same process, only they do not require as many coats. We know the painting on our work will not crack and peel off, but will stay on the wood and hold its lustre. We have ample room, enabling us to have in course of constuction a large amount of work at one time, giving the paint opportunity to harden.

DIRECTIONS FOR ORDERING.

In these days of perfect mail, express and freight service, it is easy to order anything from us that we list in this catalogue. We give close attention to our orders, and they are filled with as much pains and care as they would be if the customer were here to give his own personal supervision to the work.

There are a few suggestions we offer our customers in ordering, which, if followed, will enable us to ship everything just as ordered and avoid all mistakes.

After you have decided to let us ship the article, give the name and number printed in the catalogue below the cut. Give the number of the catalogue—this is No. 35.

If a vehicle, say whether you want pole or shafts or both; whether regular or wide track, regular track is four feet eight inches from center to center along the ground, wide track is five feet.

If you order harness, give the size of collars and weight of horses as near as you can. Give your post office and shipping point, county and state, and do not forget to sign your name. You would be surprised to know how many people write us and forget to sign their letters. If your order is not perfectly plain to us we shall write you before filling it, but that takes time. Therefore, please be careful to have everything plain and easy to understand.

HOW WE SHIP.

We are often asked if the money must come with the order. It is the best plan, for then we ship direct to you, and you also save the charges for collection made by bank or express company. You can send draft, post office order, express money order or registered letter with your order; or you can send the money by express. If what is ordered is not satisfactory we will return your money and pay all the freight charges both ways if the goods are returned.

Our catalogue gives two prices—the first a C. O. D. price, the second a cash-in-advance price, which is three per cent. less than the C. O. D. price. We give no other discount. When the order is prepaid we ship direct to you. When the order is not prepaid we ship C. O. D.; that is, ship to ourselves, attach freight receipt to invoice, and collect through any bank you name, or we can send bill to your express agent. Better send money with the order if the bank is very far from you. If you send too much money we will return the balance.

In all cases the work is shipped subject to examination and approval, and if not satisfactory to be returned at our expense both ways, and we pledge ourselves to refund your money if any has been paid.

It is not necessary for you to give references, because we can not change these rules. Our system is very simple, and very satisfactory when understood. It saves time and labor in looking up rating, etc., and avoids losses by bad debts, which, under any other system, must be borne by the purchaser.

The day the goods are shipped we will write you and inclose an order on the freight or express agent to let you examine them. We also name the bank or express office where the papers are sent so you can step in and pay the bill if everything is satisfactory. When the purchase is less than $7.00, please send money with the order.

FREIGHT ON BUGGIES.

We are just one hundred miles east of Chicago. That you may be able to tell within a few cents what the freight will be to almost any place in the United States, we give freight to a few points in every State and Territory in the Union (see pages 62 and 63). Do not say you live too far away to order a carriage from us, for the freight is not as much as many think. Before deciding not to order on account of freight, write us, and we will tell you what we will guarantee the freight to be. No matter in what State or Teeritory you live, you can guess very closely, after reading pages 62 and 63, what the freight will be on a vehicle from our works. Carriages go in nice shape even to California and Arizona. We make no charge for crating and delivering on board the cars at Elkhart, and guarantee goods to reach you in good shape. If there is no freight house at your shipping point, or there is no way of reaching you except by boat, please send money with the order, and take advantage of the low cash-in-advance price, for boats will not take goods unless shipped direct to purchaser. We guarantee satisfaction and will refund the money if goods are not as represented. We do not ship to points west of Denver unless one-third of price comes with order, but money paid in advance will be refunded if goods are not as represented.

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PACIFIC COAST TRADE.

We have a large trade in California, New Mexico and all the Western States and Territories. Have been shipping there for twenty years, and will gladly furnish letters from persons who have used our work and recommend it highly. A vehicle must be made of the best material and in the best way, or it will not stand six months wet weather and six months dry weather, as it is in California, saying nothing about many of the rough mountainous roads.

OUR WARRANTY.

We warrant our work to be good, honest work; and if anything gives out within one year, from any imperfection, we will make it good, or furnish new.

MISTAKES.

We Sometimes Make Mistakes, though our constant effort is not to do so. When errors occur, or customers for any reason feel dissatisfied, *we want them to write us.* Don't get angry if you can help it, and we will do what is fair and reasonable to adjust the matter to satisfy the customer. One who has not handled a large correspondence can form no idea of the extraordinary demands often made.

In Replying to Our Letters refer to them by date.

Write Your Signature Plainly. Give your full address each time you write us, and if we get your name wrong once, mention it when writing next time, as it will prevent mis-filing your letters. Be sure that town and state are included in your address; when this is not done we are left to depend on the postmark, which is very often illegible, so that we often cannot reply and are even sometimes unable to fill orders for this reason.

In Sending Anything to Us, whether by mail, freight or express, *always* put your own name and address on the tag, as well as ours. It is *not* sufficient to write us that you have sent the goods, and as it is allowable for the sender to put his name and address even on merchandise sent by mail, it should always be done.

OUR REPOSITORIES.

Our repositories are at the works. We carry a large stock of finished work and ship as promptly as possible.

EXTRAS.

Good rubber apron, made to slide over dash, to be used in rainy weather, for spring wagons and open road wagons. . . $1.00
We can put a brake on any style buggy, carriage or spring wagon; price usually 5.00

TESTIMONIALS.

The following are a few of the letters we are continually receiving. We have never asked for a letter, but it is very pleasant for us to receive such, and we thank our friends for their expression of good feeling. These letters show plainly how those who are using our carriages and harness feel about them, and we are sure they will give confidence to some who might hesitate to send away for a carrriage or harness.

W. B. Pratt, Sec'y. Tripoli, Ia , May 6th, 1895.
Dear Sir: I have given the buggy a thorough test and it is giving the best of satisfaction. It is a fine piece of work, and is light, easy running and durable. I am satisfied that I have saved from $25.00 to $30.00 by purchasing of you. The harness is above our expectations and is first-class in quality and workmanship. We have recommended you to a number of our friends and will continue to do so. Should I need anything more in your line I will certainly order of you.
Yours for success, T. J. LOVELAND.

W. B. Pratt, Sec'y. Olena, Ill., Aug. 30th, 1895.
Dear Sir: I received my spring wagon in good order and am much pleased with it and hope I can give you another order in the near future. Yours respectfully,
GUST JOHNSON.

W. B. Pratt, Sec'y. O'Donnell, Mich., Aug. 30th, 1895.
Dear Sir: I received the team harness all right. It is as good as harness sold here for $35.00. Yours respectfully,
JAY C. STRAUSBAUGH.

W. B. Pratt, Sec'y. Coryland, Pa., July 18th, 1895.
Dear Sir: The harness and road wagon you shipped to me the 5th have arrived. Find all satisfactory in every detail.
Yours respectfully, F. G. WOOD.

W. B. Pratt, Sec'y. Searsboro, Iowa, Sept. 7th, 1895.
Dear Sir: I received the buggy and harness on the 2nd and am well pleased with the same. The harness is as good as can be got here for from $28.00 to $30.00. Yours respectfully,
E. E. WOOD.

W. B. Pratt, Sec'y. Greencastle, W. Va., Sept. 4th, 1895.
Dear Sir: I acknowledge receipt of your check for balance $8.86, for which accept my thanks. When in need of any more buggies you may expect to get my orders.
Yours truly, M. M. WHITLATCH.

W. B. Pratt, Sec'y. Prospect Harbor, Me., June 4th, 1895.
Dear Sir: Wagon No. 35 has arrived, and will say that I consider it a better wagon than others sell for $25.00 more, in other words, it is very pleasing to me. Wishing your company success, I remain. Yours respectfully,
CH. C. LARRABEE, M. D.

W. B. Pratt, Sec'y. Stafford, Kans., Aug. 21st, 1895.
Dear Sir: I received my buggy in good shape and am well pleased so far. It is a much nicer buggy than our dealer offered to sell me for $60.00 cash. I think I can get some more orders for you after harvest. One of my neighbors came and looked at it, he said I had a bargain, and that he had received your catalogue, but he thought you were a fraud, but now thinks you are all right. Yours truly,
L. D. COOK.

W. B. Pratt, Sec'y. Schumm, Ohio, Aug. 16th, 1895.
Dear Sir: The harness ordered of you Aug. 6th received all O. K. I am well pleased with them and am satisfied that I saved money by purchasing of you. Thanking you for your promptness, I remain, W. A. COLTER.

W. B. Pratt, Sec'y. West Liberty, Pa., Aug. 12th, 1895.
Dear Sir: The top road wagon you shipped me on the 4th inst., came to hand all right and, to say the least, I am highly pleased with it. Think it a "dandy" for the money.
Yours respectfully, J. L. UPDEGRAPLE.

W. B. Pratt, Sec'y. Rushville, Nebr., Oct. 4th, 1895.
Dear Sir: I received my harness yesterday. It was all right and I am well pleased with it, being better than recommended. I could not buy it here for less than $30.00, and it cost me, freight and all, only $22.55. Please accept thanks for same.
Respectfully, F. M. THOMPSON.

W. B. Pratt, Sec'y. Argyle, Tex., Feb. 8th, 1895.
Dear Sir: Received No. 27 buggy and harness ordered of you. Everything O. K. Am very much pleased as it is a much nicer vehicle than I expected. Thanking you for your prompt attention in filling my order, I am, Yours respectfully,
R. W. FENTON.

W. B. Pratt, Sec'y. Goodrich, Kans., July 8th, 1895.
Dear Sir: I received my buggy and harness to-day all O. K., and am well pleased with them. I send you your money to-day by express. Yours respectfully,
H. C. TROUTMAN.

W. B. Pratt, Sec'y. Hancock, Iowa, Aug. 24th, 1895.
Dear Sir: The phaeton and harness you shipped me arrived in good shape, and to say that I am well pleased with your shipment is putting it rather mild. That harness is a little dandy and the phaeton is very much better than I expected. Yours respectfully, THOMAS MORRIS.

W. B. Pratt, Sec'y. Tuscumbia, Ala., Aug. 17th, 1895.
Dear Sir: The buggy No. 718½ I ordered from you two weeks since came to hand all O. K. I put it up and have given it a thorough trial, and it is far nicer than I expected for the money. It cost me $40.83 and is as nice as any sold in this country for $50.00 to $60.00. I think you will receive some other orders from this place as several have looked at this one and express themselves well pleased with it and I have shown your catalogue to several who say they are going to buy.
Yours truly, B. DARBY.

W. B. Pratt, Sec'y. Lackawaxen, Pa., Sept. 22nd, 1895.
Dear Sir: Received the top road wagon in good shape and am very much pleased with the same. It is even more than I expected for the money. Very truly yours,
J. D. VANAKIN.

W. B. Pratt, Sec'y. Harbor Springs, Mich., Aug. 12th, 1895.
Dear Sir: The carriage arrived in good condition and am very much pleased with it. I know it is a far better article than I could buy here for the money. I take a delight in showing it to my friends and neighbors so that they might patronize you in the future. Yours respectfully,
HENRY BROOKMAN.

W. B. Pratt, Sec'y. Lysander, N. Y., June 21st, 1895.
Dear Sir: I received the surrey in good shape and I must say that I am pleased with it. It is much better than I could do here. Wishing you success in your business, I remain,
Respectfully yours, CHAS. COLE.

W. B. Pratt, Sec'y. Colchester, Conn., July 2nd, 1895.
Dear Sir: The Concord wagon No. 35 I ordered of you reached here the 24th ult., only ten days on the road. To say that I am more than satisfied with it is but a faint way to express it. More than twenty people came to my barn to see it. Among them were doctors and livery-men who all united in saying that they had got through paying retailers fancy prices in the future. You said in your catalogue that this wagon would cost from $15.00 to $20.00 more if bought of the dealers. It cannot be duplicated here for less than $75.00 or $80.00. You may be sure that Colchester people will favor you with their orders for wagons in the future. Feeling that I have saved at least $35.00 in placing my order with your firm, I am willing to recommend your house to all inquirers.
Yours truly, ELMER E. BOGUE.

W. B. Pratt, Sec'y. Ashtabula, O., Oct. 11th, 1895.
Dear Sir: The road wagon (No. 166) came on the 7th inst. It is a beauty. There are three of your road wagons in our immediate vicinity and their owners are highly pleased with them. Shall recommend you wherever I can and hope to be able to order a harness this winter.
Respectfully, MISS KITTIE B. WILLIAMS.

W. B. Pratt, Sec'y. Chenoa, Ill., April 9th, 1895.
Dear Sir: The carriage gives good satisfaction. I have use d it two years and it is as good as new. I could not have made a better selection had I had it made to order. The neighbors eulogize and speak highly of it. Respectfully,
CHRIST EYMANN.

W. B. Pratt, Sec'y. Colorado Springs, Colo., Dec. 24th 1894.
Dear Sir: The milk wagon came through in good shape. It has been run considerably since it came and it gives good satisfaction so far. Thanking you for the special work done on the job, I remain, Yours truly, D. C. JENCKS.

W. B. Pratt, Sec'y. Coleman, Pa., July 5th, 1895.
Dear Sir: The road wagon arrived in good condition and I am well pleased. I think I saved money in buying from you.
Yours respectfully, JOHN H. WAY.

W. B. Pratt, Sec'y. Red Cliff, Colo., May 12th, 1895.
Dear Sir: I received my buggy all right and was much better satisfied than I expected to be. Yours respectfully,
GUY SMITH.

W. B. Pratt, Sec'y. Benton Arbor, Mich., July 9th, 1895.
Dear Sir: I received the buggy and harness the next day after shipped and was more than pleased with them. Could not have suited myself here for double the money.
Yours respectfully, ELTON B. STARK.

W. B. Pratt, Sec'y. Glen Hazel, Pa., May 30th, 1895.
Dear Sir: I received the Concord wagon yesterday in first-class shape, and I consider it an A No. 1 job. Am more than pleased with it as it is one of the easiest riding wagons I ever owned and very cheap. Yours truly, W. E. BAYLESS.

W. B. Pratt, Sec'y. Windsor Locks, Conn., July 17th, 1895.
Dear Sir: I received my surrey in good order and I am well pleased with it. It looks the same as sold in Hartford for $135.00. When I am in want of anything in your line I will know where to buy. Yours truly, WILLIAM I. BROOKS.

W. B. Pratt, Sec'y. Claremont, N. H., May 6th, 1895.
Dear Sir: Surrey and harness received, all O. K., and I am very much pleased with both. Please accept thanks for adjustable carriage sun-shade which is something new here.
Yours very truly, E. H. KING.

W. B. Pratt, Sec'y. Gaithersburg, Md., May 4th, 1895.
Dear Sir: I beg to acknowledge receipt of check for $4.85, balance due me, and also of surrey, which arrived in good shape yesterday. I am entirely satisfied with it, which is in every way exactly as advertised, and whatever I may need in the way of carriages or harness in the future I shall certainly purchase of you. Yours truly, FRANCES F. MORGAN.

W. B. Pratt, Sec'y. Dahlonega, Ga., June 5th, 1895.
Dear Sir: The buggy, harness, etc., reached me on the 30th ult. at Cave Spring, and I drove through the country from there to this place, 110 miles in three days, there being about 150 pounds of baggage in the buggy besides two people. Everything about it pleased me in every respect, especially the splendid action of the springs. Again I say I am delighted with my bargain. Yours sincerely, WM. R. DASHILL.

W. B. Pratt, Sec'y. Fairmount, N. Dak., June 8th, 1895.
Dear Sir: The road wagon and harness reached me in first-class condition, and they are both very much better than I expected. If I learn of any one in need of a buggy or harness I will cheerfully recommend your goods to them.
Yours truly, W. G. LARABEE.
(Agt. So. Line.)

W. B. Pratt, Sec'y. Deerfield, N. Y., July 13th, 1895.
Dear Sir: The harness, etc., received, and can say I am well satisfied. It looks like a good, serviceable harness.
Yours truly, C. W. WEAVER.

W. B. Pratt, Sec'y. Custer, S. Dak., June 4th, 1895.
Dear Sir: I received the road wagon you sent me and am well pleased with it. I have been exhibiting it about town and you will receive some more orders from here, as all who have seen my road wagon say it is good work for the price. Wishing you success, I remain, Respectfully, W. E. CUBBERLY.

W. B. Pratt, Sec'y. Watson Run, Pa., June 6th 1895.
Dear Sir: I received my buggy and harness in good shape and they are dandies. Freight was only $2.25 in all. Will do all we can to help you sell in these parts.
Respectfully yours, W. J. BRUNSTETTER.

W. B. Pratt, Sec'y. Paint Valley, Ohio, May 28th, 1895.
Dear Sir: The surrey, harness and saddle that I ordered came along all right. I am very much pleased with them. I saved at least $30.00 by sending to you. I will soon need a road wagon and you may depend when I want anything in your line that you will get the order. The 3 per cent discount you gave came within 60 cents of paying freight on harness, surrey and saddle. I wish you success in your business.
Yours truly, JOHN W. JOHNSON.

W. B. Pratt, Sec'y. Glover, Vt., May 25th, 1895.
Dear Sir: I write to say that we have used the carriage several times and like it very much. It rides very easily. Will recommend you to anyone wishing to buy a carriage or harness. Yours truly, W. N. ALDRICH.

W. B. Pratt, Sec'y. Linden, Pa., June 12th, 1895.
Dear Sir: The carriage and harness came to hand in good order. We are well pleased with them. The carriage is equal apparently to one I was looking at in Williamsport for which they asked me $150. Harness is equal to those selling here for $20.00. I am sorry I did not order another set of fly nets same as those received. Yours respectfully, DR. B. M. YOST.

W. B. Pratt, Sec'y. Meservey, Iowa, March 27th, 1895.
Dear Sir: The buggy and harness were received to-day all in good order and I am very much pleased with everything. You can expect to receive my orders when in need of anything in your line. Yours truly, N. A. MYERS.

W. B. Pratt, Sec'y. Denver, Ill., July 2nd, 1895.
Dear Sir: Wagon No. 41 came through all right and am well pleased with it. Could not have bought the same wagon here for less than $55.00. All that have seen it are well pleased with it.
Yours truly, W. J. Reeder.

W. B. Pratt, Sec'y. Beloit, Wis., July 2nd, 1895.
Dear Sir: The phaeton and harness shipped to Mrs. A. C. Slaymaker arrived in good order, and it gives me pleasure to say that they are both in every way satisfactory. With many thanks for your promptness and wishing you every success, I remain, Yours very truly, H. H. McLENEGAN.

W. B. Pratt, Sec'y. Nevada, Mo., May 25th, 1895.
Dear Sir: Enclosed please find draft for $25.22, for which please send us one of your No. 756 end spring road wagons, catalogue No. 34, regular width track, shafts. Please send at once. The harness you sent us is a "beauty."
Yours truly, W. J. WAINSCOTT & CO.

W. B. Pratt, Sec'y. Oradell, N. J., June 23rd, 1895.
Dear Sir: Received the surrey June 18th. Am very much pleased with its appearance, and think it a well made wagon, and any time we are in need of a vehicle will give you the order. Yours truly, JOHN J. HAGUE.

W. B. Pratt, Sec'y. Brookings, S. Dak., July 19th, 1895.
Dear Sir: I received my harness from your company to-day. It is fully up to my expectations, in fact, better than I expected to get for the money. Am well satisfied.
Very respectfully yours, E. B. HARTE.

W. B. Pratt, Sec'y. Weldon, Ala., July 3rd, 1895.
Dear Sir: The saddle is at hand just as represented, and contains much better leather than I expected. It is a "jim dandy" saddle, and I would not take what I gave for it. I thank you for being so honest, and I shall take pleasure in recommending your firm to my friends. Yours truly.
G. W. CHESER.

W. B. Pratt, Sec'y. Thiensville, Wis., June 21st, 1895.
Dear Sir: We want to let you know that we received the buggy on the 19th inst., and are very much pleased with the same. We have sent you by express this morning $73.04. Please send us another catalogue for a friend and oblige.
Yours respectfully, JOHN THESFELDT.

W. B. Pratt, Sec'y. Fayette, Ia., Sept. 30th, 1895.
Dear Sir: The buggy I ordered came all right and it is a "Jim Dandy." Respectfully, C. E. HULBERT.

W. B. Pratt, Sec'y. Fort Benton, Mont., May 11th, 1895.
Dear Sir: My buggy arrived all right and I am very well pleased with the same. It pleases my wife and daughter very much and attracts attention from all who see it. No doubt you will receive more orders from this section in the near future. Yours very truly. JAMES H. ROWE.

W. B. Pratt, Sec'y. Cedar Falls, Iowa, July 1st, 1895.
Dear Sir: The road wagon and harness were received all right and are better than I expected. I don't see how you get them out for the price. My friends admit that I saved from $10.00 to $15.00 on the goods. Yours respectfully,
J. P. CHURCHILL.

W. B. Pratt, Sec'y. Pine Plains, N. Y., May 3rd, 1895.
Dear Sir: I received the wagon and harness all right and am highly pleased with both. My neighbors are much surprised at the low prices paid and I am quite sure that you will get several orders from this vicinity. I intend giving you a larger order in the near future. Yours truly,
HOFFMAN STREVER.

W. B. Pratt, Sec'y. Missouri Valley, Iowa, Aug. 2nd, 1895.
Dear Sir: I received my buggy all right and am well pleased with it. I think you will get other orders from this part of the country. Yours respectfully,
HARRY JONES.

W. B. Pratt, Sec'y. Cullman, Ala., Aug. 2nd, 1895.
Dear Sir: Road wagon arrived in good order and am more than pleased with it. I received more for my money than I expected to, and when I am ready for a better buggy I know where to get it. Yours respectfully,
E. M. KINNEY.

W. B. Pratt, Sec'y. Galconda, Ill., May 11th, 1895.
Dear Sir: The buggy and harness I ordered received all O. K. They are fully satisfactory. I think I saved at least $35.00 by ordering from you. I will recommend you to all who are needing anything in your line. Yours respectfully,
GEO. M. HODGE.

W. B. Pratt, Sec'y. Corning, Iowa, April 27th, 1895.
Dear Sir: I received the carriage you sent and everything is satisfactory. I am well pleased with it. It is better than I could have done at home. I think you will get another order from here in a few days as the neighbors think this purchase a very good bargain. Yours respectfully,
FRED PHILLIPS.

W. B. Pratt, Sec'y. Cowgill, Mo., April 17th, 1895.
Dear Sir: I received my road wagon Saturday the 13th all right. So far I am well pleased with both the wagon and harness. Several parties have asked to see the catalogue which I have, and say they are going to order a wagon from you.
Wishing you success, I remain, F. S. HARRIS.

W. B. Pratt, Sec'y. Amherst, Wis., April 17th, 1895.
Dear Sir: I received the buggy to-day and am very much pleased with it. It is $15.00 better than I expected, because the dealers here told me it would not be worth $10.00. I thank you for sending me such a good buggy for so little money.
Yours respectfully, WILLIAM ROSIN.

W. B. Pratt, Sec'y. Henderson Harbor, N. Y., May 4th, 1895.
Dear Sir: I received the harness in fine shape and am very much pleased with it. Will soon need more goods in your line, as well as others here. Thanking you for your prompt attention, I remain, Yours respectfully,
N. E. WHIPPLE.

W. B. Pratt, Sec'y. Sterling, Kans., April 17th, 1895.
Dear Sir: I received my buggy the 15th, and found it just as recommended. I am well pleased with it, and think it a very good buggy for the money. Hope you will receive more orders from this section. Yours respectfully,
ISAAC S. HALTON.

W. B. Pratt, Sec'y. Virginia, Ill , April 24th, 1895.
Dear Sir: The surrey you shipped me came through in nice shape. It is a very fine one for the price and as good as they sell here for $100.00. The phaeton I purchased of you was for my mother and she is very well pleased with it. Will try to make all the sales I can for you, as I can recommend you to be all right. Yours truly, HENRY L. MATTHEWS.

W. B. Pratt, Sec'y. Bradford, Ind., May 14th, 1895.
Dear Sir: I have failed to acknowledge receipt of spring wagon No. 112. I received the wagon about two years ago and have fully tested it, and am well pleased with my bargain. When in need of anything in your line, will buy of your firm again. Yours truly, LEVI M. SAPPENFIELD.

W. B. Pratt, Sec'y. Centerville, Kans., Mar. 28th, 1895.
Dear Sir: Owing to the fact that I have seen your harness heretofore I shall give you an order. My father, about 12 years ago, ordered a set of double harness of you and I can truly say that the harness was the best I ever saw, regardless of price. I mean the wearing qualities. Your catalogue caught me in due time as I was just going to order me a set of single harness. I know I will be proud of your work, as I have seen it before and will endeavor to show my harness to everyone and tell them where I got it. Yours very truly, E. C. SNYDER.

WB . Pratt, Sec'y. Big Bend, Pa., Mar. 6th, 1895.
Dear Sir: The harness I ordered is at hand and I found them very much better than I expected. I could not better myself for less than from $6.00 to $8 00 more than I paid you. I will perhaps order one of your road wagons in a course of a few weeks and if it suits as well accordingly as the harness you may expect other orders from this section.
Yours very truly, J. A. LATHAW.

W. B. Pratt, Sec'y. Catlin, Ill., May 6th, 1895.
Dear Sir: I received the buggy and harness which you sent me in good shape. I am well pleased with them. Everyone says they are a bargain. Please accept my thanks. I have recommended you already and will do so whenever possible.
Yours respectfully, SALE B. RAY.

W. B. Pratt, Sec'y. Kingman, Kans., May 2nd, 1895.
Dear Sir: I received the buggy and harness in number one shape. I was more than pleased with the goods and am satisfied I saved $25.00 by dealing with you. I was in town Saturday and everyone admired your work I will endeavor to do what I can for you to show you that I appreciate honest dealers.
Yours, A. E. RICHARDSON.

W. B. Pratt, Sec'y. Stoutland, Mo., May 13th, 1895.
Dear Sir: The buggy received and I am more than pleased with it. It created a genuine sensation here. One man asked if it cost $80.00 and another man borrowed my catalogue and turned a leaf down where cut of my buggy is and said if he got one it would be like mine. The buggy was drove 16 miles the next day after I received it with about 350 lbs in and it came back good as new. Yours truly, E. W. BECK.

W. B. Pratt, Sec'y. Weston, Mo., May 11th, 1895.
Dear Sir: My surrey was received in good time from shipment and was in good order. We are well pleased with it (as it was for my wife) it is perfect to the cut and number in catalogue, in finish, style and comfort it is better than I expected for the price. The wheels and gear suit me exactly. For strength and durability it is complete all through. The harness is also satisfactory; made well, of good leather and strong. The sunshades and curtains are neat and fine finish. I can say to you that I have never seen anything in the carriage and harness line to equal it, for the price, in this country. My surrey has been very much admired by all who have seen it, for style, finish and durability. will do all I can for you here. I expect to send to you for a set of double carriage harness before long.
Respectfully, L. C. STABLER.

W. B. Pratt, Sec'y. Danville, Pa., July 6th, 1895.
Dear Sir: I received the harness sometime ago and I am well pleased with it. I shall soon need a wagon and you can rely on my order, because I can save money by dealing with you. Yours truly, CHAS. S. ARMIENE.

W. B. Pratt, Sec'y. Livonia, N. Y., July 8th, 1895.
Dear Sir: The cart I ordered of you some two months since reached here in due season. I should have acknowledged its receipt at an earlier date, but left home soon after receiving the same and did not give myself the opportunity of knowing whether said vehicle pleased or not. However, I like it very much and it gives the best of satisfaction.
Very respectfully, MRS. GEO. B. DUNLAP.

W. B. Pratt, Sec'y. Fairmont, W. Va , July 8th, 1895.
Dear Sir: The buggy was received on the 6th inst. in good shape. It by far exceeds my expectations. A number of competent judges have guessed as to its cost, and their guesses ranged from $25.00 to $45.00 higher than it cost. I can highly recommend your firm. Very respectfully yours,
DR. W. H. KUNST.

W. B. Pratt, Sec'y. Lily, S. D., Oct. 19th, 1895.
Dear Sir: The buggy and harness arrived in good condition and I am well pleased with the same. I saved money by ordering from you, and I will recommend you to any one in need of vehicles or harness. Yours respectfully,
F. G. JOHNSON.

W. B. Pratt, Sec'y. Del Rice, Texas, Oct. 6th, 1895.
Dear Sir: My saddle was received two weeks ago in fine order and must say that it far exceeds my expectations. I would have to pay $20.00 for the same saddle here, and I shall take pleasure in recommending your company whenever possible. Your truly, CHRISTIAN PETERSON.

W. B. Pratt, Sec'y. Shubuta, Miss., April 13th, 1895.
Dear Sir: The road wagon received and I am pleased to state that it is all that I expected. It compares favorably with higher priced vehicles. Yours respectfully,
H. EVERETT.

W. B. Pratt, Sec'y. Forest, N. Y., July 6th, 1895.
Dear Sir: I received the No. 35 Concord wagon on July 3rd and it is perfectly satisfactory in every respect. It is the same as dealers sell here for from $60.00 to $65.00. Parties seeing it were surprised at the cost. I think you will get more orders from this place and adjoining towns.
Yours respectfully, EDWARD F. ROCHE.

W. B. Pratt, Sec'y. Monks Corner, S. C., July 13th, 1895.
Dear Sir: Wagons arrived, and on examination, find them perfectly satisfactory. Respectfully,
W. T. JOLLY.

W. B. Pratt, Sec'y. Greenville, Iowa, Sept. 19th, 1895.
Dear Sir: The buggy I ordered of you arrived sometime ago and has proved satisfactory so far. Have neglected writing you sooner as I have been very busy. Yours truly,
J. S. LOUCKS.

W. B. Pratt, Sec'y. Saline City, Ind., June 19th, 1895.
Dear Sir: The buggy and harness have arrived all O. K. Have been examined and accepted and have this day ordered the express agent to forward you the amount due as per account. I am well pleased with the goods; they are away beyond my expectations as to quality and finish. The buggy will stand comparison with any of the buggies that retail here for $85.00 and $90.00. In this bill of goods you have done the best advertising possible, and as soon as times get better you may expect numerous orders from this part of the state, and in conclusion will say, as to your fair dealing, promptness, cheapness and good quality of your goods, you can refer to me whenever you please. Yours respectfully,
WHITNEY BROWN.

W. B. Pratt, Sec'y. Blair, Nebr., Sept. 21st, 1895.
Dear Sir: To the many testimonials you receive, kindly allow me to add the following:— The spring wagon No. 241, and harness, came safely to destination and after giving it a thorough examination and a fair trial, must say I am well pleased and highly gratified at results, finding it well made, strong, and durable, running light, carrying a heavy load, and to the occupants as easy as a rocking chair. To those who wish fair dealing, good material, and workmanship, I recommend the Elkhart Carriage & Harness Mfg. Co.
Yours respectfully, S. K. DAVIS.

W. B. Pratt, Sec'y. Troy, Kansas, Sept. 19th, 1895.
Dear Sir: I received my buggy yesterday and am well pleased with it, and you may expect an order from me for a carriage in the near future. Yours truly,
A. KENT.

W. B. Pratt, Sec'y. Norfolk, Ia., Oct. 1st. 1895.
Dear Sir: The buggy arrived all right and I am well pleased with it. Yours respectfully,
ALMON FARNSWORTH.

W. B. Pratt, Sec'y. Edgefield, S. C., Oct. 14th, 1895.
Dear Sir: I have received my buggy and harness and am well pleased with both, especially the harness. I shall order my next buggy from you as I know you do just as you represent. Yours respectfully, E. J. MIMS.

W. B. Pratt, Sec'y. Minister, Ohio, March 30th, 1895.
Dear Sir: I received my buggy this week in good condition and I am more than pleased with it, as it is a better job than I expected. I am sure that I saved money by buying from your company, and if I need anything in your line you can expect to hear from me. Accept my thanks for your honest business methods, and I will recommend you wherever I can.
Yours truly, HERMAN SCHMITMEYER.

W. B. Pratt, Sec'y. South Columbia, N. Y., Sept. 25th, 1895.
Dear Sir: Harness received to-day. I am more than pleased with it as it is better than could be bought here for from $4.00 to $5.00 more. Yours respectfully, J. HOPKINSON.

W. B. Pratt, Sec'y. Sabula, Pa., Oct. 25th, 1895.
Dear Sir: Buggy No. 424 ordered of the Elkhart Carraige & Harness Co., has been received. It is better than I expected for the money and better than represented in the catalogue. Every one who has seen it has admired it. Mr. W. W. Cole our merchant at this place told me the other day that about fifteen years ago he bought a single harness of you, and is still using parts of it. I shall want a harness in a short time and will give you my order. Thanking you for your favors, I am,
Respectfully yours, REV. W. H. ROBINSON.

W. B. Pratt, Sec'y. Galesburg, Ill., Oct. 26th, 1895.
Dear Sir: The milk wagon you sent me came all right without a mar or scratch, and I must say I am more than pleased with it, and the question in my mind is, how can you sell so good and well finished a wagon for the price you do? And I do think you got the lettering on the wagon in extra fine shape. It may be the means of giving you more than one order here. It came just in time, the day it arrived one of the wheels of my old wagon gave out. Yours very truly,
JOHN N. IRWIN.

W. B. Pratt, Sec'y. Hughart, W. Va., Feb. 25th, 1895.
Dear Sir: The No. 112 spring wagon I ordered of you sometime ago has proved satisfactory. All who have examined it say it is the best wagon for the money, that is out. I would not do without one for twice the price. Wishing the Elkhart Carriage & Harness Mfg. Co. success, I am, Respectfully,
J. E. HUME.

W. B. Pratt, Sec'y. Bucyrus, Ohio, March 31st, 1895.
Dear Sir: The harness I ordered of you came to hand yesterday and I am very much pleased with my purchase. The same would have cost me at least $8.00 more here. With many thanks, I remain, Yours truly,
M. SIDNER.

W. B. Pratt, Sec'y. Easton, Pa., May 27th, 1895.
Dear Sir: I received my buggy and harness all right and must say that I am very much pleased with the same. They are just as represented. I have had several parties looking at both and I think you will hear from them shortly, and if I ever want anything in your line, you will hear from me.
Yours truly,
SAMUEL HECKMAN.

W. B. Pratt, Sec'y. Aquetuck, N. Y., April 22nd, 1895.
Dear Sir: Received the No. 102 buggy and harness April 16th. In the buggy I found a circular requesting me to use your goods in the future and recommend them to my friends. This I expect to do, not because you ask it, but because I believe there is no place where the consumer can buy the grade of goods you furnish for the money you ask. Mr. Ed. Wilson of New Baltimore has been waiting for my buggy to come before he bought one, and he got prices in Albany and New York. He looked my buggy over Thursday and decided to order one of same grade at once, saying that he could save several dollars on the purchase. Kindly send me your 1895 catalogue, as I gave mine away to a friend who was thinking of sending you an order. Yours respectfully,
RUSHMORE DEAN.

W. B. Pratt, Sec'y. Kalispell, Mont., Sept. 28th, 1895.
Dear Sir: I received the single harness in good shape and am well pleased with it. Yours truly,
JOSEPH ECCLES, Jr.

W. B. Pratt, Sec'y. Longdale, Va., May 28th, 1895.
Dear Sir: The buggy and harness purchased from your firm came to hand all right. My wife and I are more than pleased. I think it kind in you to change spring to Brewster Side Bar at my request. Any friends of ours wishing anything in your line, we will recommend your company to them. Hoping you will be encouraged for your honest dealing by a prosperous year's business, I remain,
Respectfully yours,
JAS. A. REARDON.

W. B. Pratt, Sec'y. Forest City, Pa., April 24th, 1895.
Dear Sir: I received my road wagon in good order and must say that I am more than pleased with the same, as it is a much better job than I expected for the money. Accept my thanks for your honest business methods, and I shall take pleasure in recommending your company whenever possible.
Yours truly,
N. S. CARYL.

W. B. Pratt, Sec'y. Hamilton, Pa., July 15th, 1895.
Dear Sir: The buggy No. 467 that I ordered last fall is a better buggy than I expected to get. It is the same as dealers are asking $75.00 and $85.00 for here, and I only paid $48.50. It is the best buggy in town for the money by $25.00.
Yours respectfully, ALNER ANDREWS.

W. B. Pratt, Se'y. Phœnix, Ariz. Ter., July 3rd, 1895.
Dear Sir: The cart and harness received. I am very much pleased with them; they exceeded my expectations so much that I send you to-day an order for a friend of mine. Please ship by freight as soon as practicable, and I trust this order will be as satisfactory as my own. Yours respectfully,
GEORGE N. QUINN.

W. B. Pratt, Sec'y. Peru, Ohio, Aug. 7th, 1895.
Dear Sir: The surrey and harness received O. K. We are well satisfied and everyone who has looked over the surrey and harness thinks we got a bargain. One man who has done some buying lately thought we must have paid $90.00 for the surrey alone, and was surprised when I told him that $96.00 covered all expense with two double harness thrown in. I think they will bring you some more orders, as people have taken quite a little trouble to look them over and inquire about the prices. Many thanks for the sunshade. Yours very truly,
F. M. MITCHELL.

W. B. Pratt, Sec'y. Keeler, Mich., Aug. 29th, 1895.
Dear Sir: The outfit come to hand all right and I am well pleased. It exceeded my expectation in every particular. The wonder is with people here how I got so much inside $60.00. As there have been several high priced vehicles bought here this season, and as those parties were guying me about my Elkhart rig that I said I was going to get, it does me good to see the wind knocked out of them, when the best judges tell them that I have got the cheapest and most durable rig in town. Thanking you for your square dealing, I remain,
Respectfully, A. F. FLAYHARTY.

W. B. Pratt, Sec'y. Hamilton, Kans., Aug. 31st, 1895.
Dear Sir: I received the buggy and harness as ordered and am *well* pleased with them. I consider that I have saved $12.00. Hereafter when in want of anything in your line I shall be pleased to have you send it. Yours truly, L. E. WORFORD.

W. B. Pratt, Sec'y. Balaton, Minn., Aug. 27th, 1895.
Dear Sir: The road wagon and harness came all right and I am very much pleased with them, and others say that I have a bargain. I think you will hear from these parts again this fall. Very respectfully, MRS. E. A. GLATFELTER.

W. B. Pratt, Sec'y. Boonesboro, Iowa, Sept. 3rd, 1895.
Dear Sir: The phaeton reached here all O. K. I am well pleased with it. Some have tried it and think it very nice and much cheaper than I could have bought one here. Thanking you for your promptness, I remain, Yours respectfully,
CHENEY EDDY.

W. B. Pratt, Sec'y. Fremont, Mich., April 30th, 1895.
Dear Sir: I received the carriage in good shape and have had one or two trips in it. I think it just splendid and everyone says so that has seen it. My brother will get a harness soon. Yours truly, A. BEEM.

W. B. Pratt, Sec'y. Bangs, Tex., April 22nd, 1895.
Dear Sir: My carriage and harness just received. Everything came through in good shape and I have saved $50.00 by ordering from you. I am well pleased with the purchase and hope I can cause the sale of more of your vehicles. They are just as represented. Hoping that you will have several orders from this neighborhood soon, I remain, Yours respectfully,
W. R. WELCH.

W. B. Pratt, Sec'y. Colorado Springs, Colo., June 20th, 1895.
Dear Sir: I received my phaeton and harness in due time and am delighted with them. Everything is just as the catalogue represented and I shall at every opportunity speak a good word for the Elkhart Carriage & Harness Mfg. Co.
Respectfully, ANITA BLAIR.

W. B. Pratt, Sec'y. Shell Rock, Ia., Oct. 7th, 1895.
Dear Sir: The road wagon No. 766, with canopy top came all O. K., and I am more than pleased with its general appearance. It is one of the most stylish road wagons I have ever seen. I like it better than the road wagons local dealers sell for $55.00, and I thank you for your courteous treatment.
Very truly, REV. N. BARRETT.

W. B. Pratt, Sec'y. Meadville, Pa., April 22nd, 1895.
Dear Sir: We received our buggy in good shape and are highly pleased with it. Everything seems just as represented by you, consequently there is no opportunity for fault finding, were we so inclined, and we freely admit that the cost to us is much less than our home dealers are asking. Therefore you will please accept our kindest wishes for success and prosperity in your buisness. Assuring you that only kind words will be given for your company, we remain, Most respectfully yours,
PLAW & STUART.

W. B. Pratt, Sec'y. Bristol, Ill., Oct. 13th, 1895.
Dear Sir: The road wagon I purchased from your company some time ago gives entire satisfaction. It far exceeded my expectations in appearance. At such a low price you can expect to receive more orders from this section in the near future. Yours truly, MISS AGGIE MACK.

W. B. Pratt, Sec'y. Gatesville, Texas, Oct. 12th, 1895.
Dear Sir: Set of harness and saddle received yesterday all O. K. Everything entirely satisfactory. Yours truly,
N. F. FOUTS.

W. B. Pratt, Sec'y. White Hall, N. C., Oct. 17th, 1895.
Dear Sir: The harness ordered from you has arrived and I am very much pleased with its appearance.
Yours respectfully, MRS. V. D. BAGGETT.

W. B. Pratt, Sec'y. South Manistique, Mich., Oct. 17th, 1895.
Dear Sir: The buggy and harness received from your company last month are first-class in every respect and I am more than pleased with both articles. Kindly send me another catalogue and oblige, Yours respectfully,
GEO. W. BICHBOROUGH.

W. B. Pratt, Sec'y. Stony Brook, L. I., Oct. 16th, 1895.
Dear Sir: Wagon and harness received and am well pleased with them. Respectfully yours, EFFIE H. HAWKINS.

W. B. Pratt, Sec'y. Houstonia, Mo., Oct. 16th, 1895.
Dear Sir: Buggy and harness shipped the 3rd, received to-day. If the wearing qualities correspond to the neatness and symmetry of the vehicle, it will certainly prove full value for the money. Am especially pleased with the harness and congratulate you on your method of selling direct to the consumer, doing away with the middleman's profit. Respectfully,
R. W. FINLEY.

W. B. Pratt, Sec'y. Bee, Minn., Oct. 2nd, 1895.
Dear Sir: I have received my saddle and like it very much.
Yours respectfully, OLE O. EUGENE.

W. B. Pratt, Sec'y. Wellston, Ohio, Oct. 1st, 1895.
Dear Sir: I received the top buggy on the 27th ult. in good condition and am well pleased with it. It is fully up to the standard as stated in catalogue. Yours truly, H. S. ELY.

W. B. Pratt, Sec'y. Persia, Iowa, Sept. 23d, 1895.
Dear Sir: I beg to inform you that I received the buggy and harness all right and am well satisfied with my purchase.
Yours truly, JAMES CHAPMAN.

W. B. Pratt, Sec'y. Loudenville, W. Va., Sept. 13th, 1895.
Dear Sir: I received spring wagon on the 12th inst. and am well pleased with it. There were several parties at the depot when it was set up and they all agree that it is a nice wagon, and several asked for loan of my catalogue.
Yours respectfully, MRS. N. B. HARRIS.

W. B. Pratt, Sec'y. Fullen, W. Va., Sept. 10th, 1895.
Dear Sir. My wagon arrived in good order and am well pleased with same. I think that you will hear from this section again. Yours respectfully, JOHN H. DOWDY.

W. B. Pratt, Sec'y. Lathrop, Mo., Sept. 16th, 1895.
Dear Sir: My order C, 674, for buggy and harness, shipped by you Sept. 4th, arrived in Lathrop Sept. 10th in good condition. We are well pleased with both. Several parties who have seen them are talking of making their next purchase from you. Yours respectfully. J. W. EVANS.

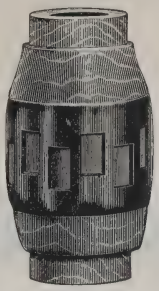
W. B. Pratt, Sec'y. Zumbrota, Minn., Aug. 29th, 1895.
Dear Sir: The carriage that you shipped me the first of the month was received in good condition, and I am well pleased with it, and also with the fly net. If I know of any of my friends that contemplate buying a buggy I will refer them to your Company. Yours truly, GEO. SANDERSON.

THE ADJUSTABLE CARRIAGE SUNSHADE.

Our shades are adapted to surreys and canopy-top vehicles. They will fit on posts from 26 to 60 inches apart. They are hooked on with rubber-covered hooks and easily adjusted; can be changed to either side or rear in five seconds without moving from the seat. They shield the occupant from the sun; are ornamental and a great luxury; no canopy-top carriage complete without one.

PRICE LIST.

No. 7.	Cloth, nickel-plated trimmings, dark green.....Price,	**$1.50**
No. 9.	Glorioso silk, nickel-plated trimmings, dark green.....Price,	**1.75**
No. 11.	English cloth, fringe edge, nickel-plated trimmings, dark green.....Price,	**2.50**
No. 14.	Silk, nickel-plated trimmings, dark green.....Price,	**3.50**



HALF DODGE WHEEL HUB.

All of our half Dodge wheels have 14 spokes. They are warranted to be free from defects.

SARVEN PATENT WHEEL HUB.

All of our Sarven patent wheels have 16 spokes. We warrant our wheels to be free from defects.

No. 8 DASH.

We furnish No. 8 dash with Nos. 710, 711, 410, 411, when preferred to the style dash shown in these cuts.

WING DASH No. 7.

Nothing adds more to the appearance of a phaeton than a large, handsome dash. We use this elegant dash regularly on Nos. 87, 37, 122 and 123. See phaetons, pages 29 to 33.

DON'T HESITATE TO WRITE us if there is anything in this catalogue you do not understand.

We are always pleased to answer inquiries.

If you will read the catalogue carefully, you will see you can buy of us at wholesale prices, which will save at least one-third.

We guarantee everything as represented, so you take no risk.

Our prices are given in plain figures, under each article, and freight rates are estimated on pages 62 and 63.

It will be useless to ask for any reduction in the prices, for we have but one price.

No. 710—FOUR-PASSENGER, EXTENSION-TOP PHAETON.

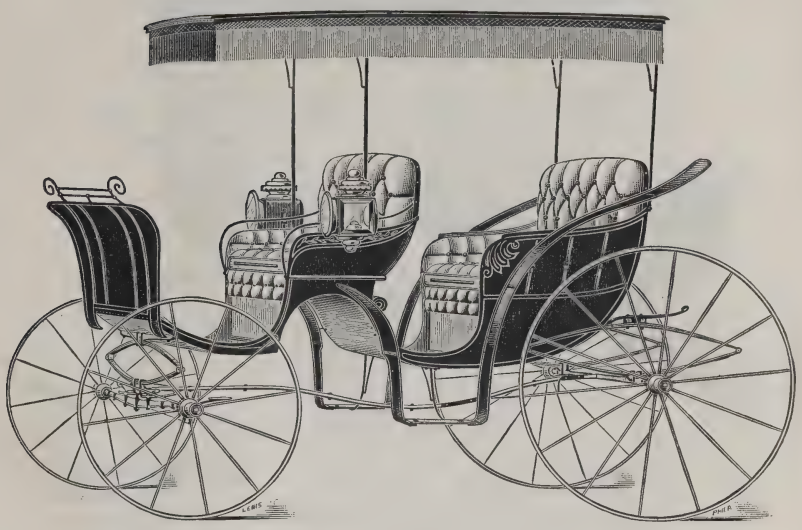
No. 710, as cut shows, is a very stylish two-seated, extension-top phaeton. We guarantee this carriage to have as good material, and to be as well made and as well finished as those for which others charge $225 to $250. It has $1\frac{1}{16}$-inch steel axles; 1-inch round-edge steel tire; half Dodge spoke banded-hub wheels; seats are upholstered with hair; ample room between eats; springs in cushions and backs.

Those we keep in stock are trimmed with fine heavy all-wool green cloth; trim cushions and backs with leather when ordered. Has velvet carpet in bottom, and fenders over both front and back wheels, as shown in cut. We will send it to any part of the country with the understanding that if it does not prove satisfactory and is not just as represented, it can be returned.

Price, full leather top, with rubber side curtains, apron and lamps, with pole or shafts..... **$160.00**
Cash with order..... **155.20**
Extra for both pole and shafts..... **5.00**

When shafts are ordered we send the bent point coupe, but will send straight point if preferred.

See cut of No. 8 dash, page 9.



No. 711—CANOPY-TOP, FOUR-PASSENGER PHAETON.

No. 711 is the same as No. 710, on page 10, excepting difference in top. The top is easily removed, then you have a beautiful open carriage.

The demand for canopy-top carriages is increasing. We sold more canopy-top, four-passenger carriages and surreys in 1895 than in 1893 or 1894. The top of No. 711 is lined with good cloth, and it has deep fringe, as the cut shows. The side and back curtains are made of heavy rubber duck. We know that No. 711 is as good style and in every way as fine as carriages that sell for $100.00 more than our price. We ship it with the understanding that you are to be pleased.

Price, with sunshade, apron and lamps, with pole or shafts	**$140.00**
Cash with order	**$135.80**
Extra for both pole and shafts	**5.00**

When shafts are ordered we send bent point coupe, but will send straight point if preferred.

See cut of No. 8 dash on page 9.

No. 410—FOUR-PASSENGER, EXTENSION-TOP PHAETON.

No. 410 is exactly as cut shows it, a very desirable style, four-passenger, extension-top phaeton. We have improved the shape of body very much for 1896, as you will notice if you have our 1895 catalogue. We are very glad to ship No. 410 with the understanding that you are to feel you save from $75.00 to $100.00 and be perfectly satisfied with the style, material and finish.

The seats of No. 410 are wide, same as single phaeton. Both seats have springs in backs and cushions, with plenty of room between front and rear seats. It has $1\frac{1}{16}$ inch steel axles; 1-inch round-edge steel tire; half Dodge spoke banded-hub wheels. It is a good carriage for one horse unless the roads are very sandy.

Those we keep in stock are trimmed with fine heavy all-wool cloth; trim cushions and backs with leather when ordered. Body is painted jet black, gear is painted dark green. Has velvet carpet in bottom, and fenders over both front and rear wheels, as shown in cut.

Price, full leather top, with rubber side curtains, apron, and lamps, with pole or shafts **$145.00**
Cash with order **140.65**
Extra for both pole and shafts **5.00**

When shafts are ordered we send bent point coupe, but will send straight point if preferred.

See cut of No. 8 dash on page 9.

No. 411—FOUR-PASSENGER, CANOPY-TOP PHAETON.

No. 411 is same as No. 410, excepting difference in top. Top has rubber curtains.

Price, with apron, sunshade and lamps, with pole or shafts	$125.00
Cash with order	$121.25
Extra for both pole and shafts	5.00

When shafts are ordered we send bent point coupe, but will send straight point if preferred.

See cut of No. 8 dash on page 9.

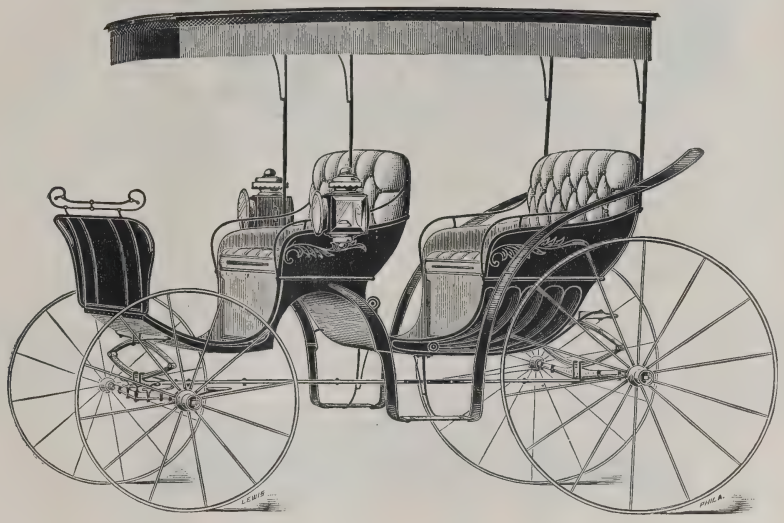
No. 186—EXTENSION-TOP, CUT-UNDER SURREY.

No. 186 is one of the finest cut-under surreys made. The body is right shape to be roomy and comfortable, and at the same time light and strong. As the cut shows, body is finished with handsome scroll work; both seats are about the same as a fine phaeton seat; has a fine dash with silver line rail; it is trimmed with heavy cloth in first-class style; trim cushions and backs with leather when ordered; seats are upholstered with hair; springs in backs and cushions; velvet carpet in bottom; half Dodge spoke wheels; axles are $1\frac{1}{16}$ inch steel; tire 1-inch steel, $\frac{7}{8}$-inch tire when ordered. Guaranteed as fine as others sell for $175.00.

Price, full leather top, rubber side curtains, apron and lamps, with pole or shafts,... ..... **$125.00**
Cash with order..... ..... **$121.25**
Extra for both pole and shafts.. ... . **5.00**

When shafts are ordered we send bent point coupe, but will send straight point if preferred.

See cut of No. 8 dash on page 9.



No. 86—CANOPY-TOP, CUT-UNDER SURREY.

No. 86 is exactly the same as No. 186, on opposite page, only it has canopy top in place of extension top. We guarantee the trimmings, painting and all material to be as good as is used on surreys that sell for many dollars more than our price.

Price, with top, rubber side and back curtains, apron, sunshade, and lamps, with either pole or shafts $105.00
Cash with order 101.85
Extra for both pole and shafts 5.00

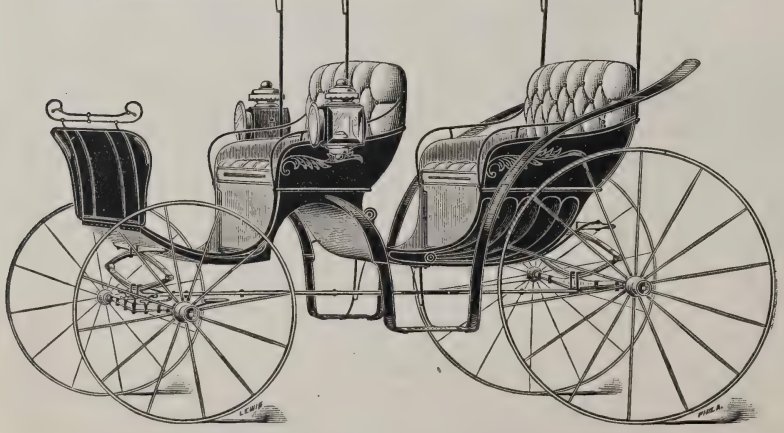
When shafts are ordered we send bent point coupe, but will send straight point if preferred.

See cut of No. 8 dash on page 9.

No. 777—EXTENSION-TOP, CUT-UNDER SURREY.

No. 777 has the same style body as shown on No. 186, page 14. The top has leather side and back quarters with rubber roof, back and side curtains. The backs have springs. The cloth used in cushions, backs and top is not as heavy as that used in No. 186. Has Sarven patent wheels, unless half Dodge spoke wheels are ordered; 1-inch round-edge steel tire; $1\frac{1}{8}$ inch steel axles; cushions and backs trimmed with green cloth; velvet carpet in bottom; body painted black, gear dark Brewster green; has double fenders and lamps. If you do not find No. 777 as good in every particular as surreys that sell for about $50.00 more than our price, it can be returned at our expense both ways.

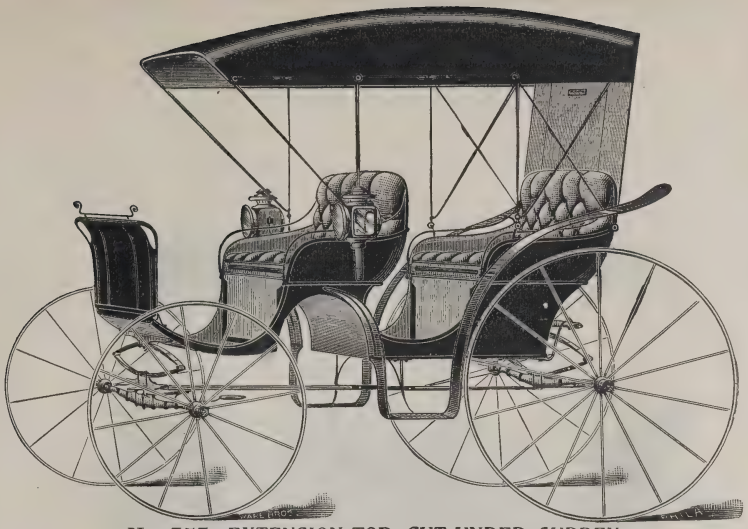
Price, with curtains, apron and lamps, with pole or shafts, **$95.00** Cash with order..... **$92.15**
Extra for both pole and shafts..... **5.00** Extra for leather trimmed cushions and backs. **3.00**



No. 778—CANOPY-TOP, CUT-UNDER SURREY.

No. 778 is exactly the same as No. 777 above, only it has canopy top in place of extension top.

Price, with top, rubber side and back curtains, apron, sunshade, and lamps, with either pole or shafts..... **$90.00**
Cash with order..... **87.30**
Extra for both pole and shafts..... **$5.00** Extra for leather trimmed cushions and backs. **3.00**



No. 757—EXTENSION-TOP, CUT-UNDER SURREY.

No. 757 extension-top surrey is as good style, as comfortable, and will give you the same satisfaction as surreys that sell for a good many dollars more than our price. Top has leather quarters and back stays; heavy rubber roof and curtains; springs in backs; $1\frac{1}{16}$-inch swedged double-collar steel axles; Sarven patent wheels; 1-inch round-edge steel tire; front wheels 36 inches, back 44 inches; dark green indigo cloth trimmings; body painted black, gear dark Brewster green, with double carmine stripe; cut velvet carpet; double fenders and lamps.

Price, with apron and lamps, with pole or shafts....**$95.00** Cash with order.....**$92.15**
Extra for both pole and shafts..... **5.00** Extra for leather trimmed cushions and backs..... **3.50**

No. 767—CANOPY-TOP, CUT-UNDER SURREY.

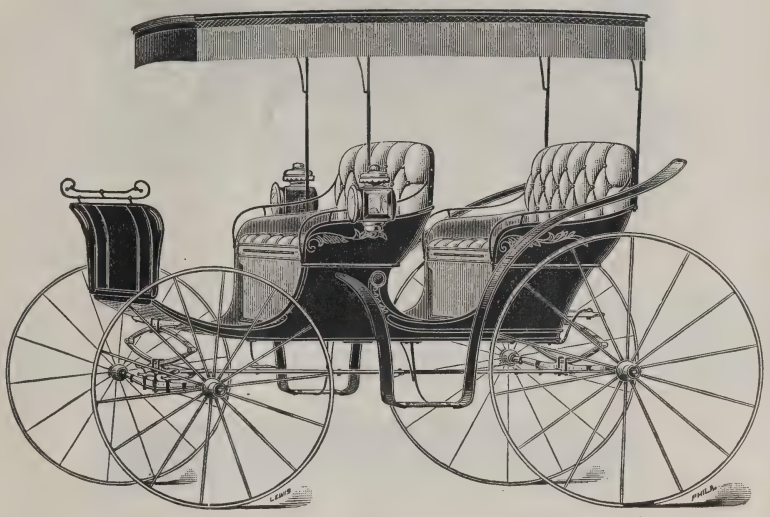
No. 767 is the same as No. 757, only it has a canopy top instead of extension top. The top has heavy fringe, and is lined with cloth on the underside. Seats have springs in backs; dark green indigo cloth trimmings; body painted black, gear dark Brewster green, with double carmine stripe; cut velvet carpet; double fenders.

Price, with curtains, apron, sunshade and lamps, with pole or shafts, ...**$85.00** Cash with order.....**$82.45**
Extra for both pole and shafts.....**$5.00** Extra for leather trimmed cushions and backs..... **3.50**

No. 158—EXTENSION-TOP SURREY.

There has always been a demand for a tasty extension-top, flat bottom surrey with double fenders. We show the above as one of the latest and most desirable styles of this type, at a very moderate price. Has full leather top, and heavy rubber side curtains; cushions and backs upholstered with hair; spring backs; $1\frac{1}{16}$-inch steel axles; 1-inch Sarven wheels unless half dodge spoke wheels are ordered; dark green indigo cloth trimmings; body painted black, gear dark Brewster green; carpet full length of body. Guaranteed as fine as others sell for $135.00 and $150.00.

Price, with leather top, rubber side curtains, storm apron and lamps, with pole or shafts	$105.00
Cash with order	101.85
Extra for both pole and shafts	4.00
Extra for leather trimmed cushions and backs	3.50



No. 58—CANOPY-TOP SURREY.

No. 58 is just as the cut shows, one of the finest styles flat bottom surreys made; it has double fenders; cushions and backs trimmed with heavy green cloth; backs have springs; top is lined and has good fringe; has carpet in bottom; rubber storm apron; rubber side and back curtains; has $1\frac{1}{16}$-inch steel axles; 1-inch steel tire; has Sarven patent wheels, unless half dodge spoke wheels are ordered. Same as others sell for $115.00 and $125.00.

Price, with top, rubber side and back curtains, sunshade and lamps, with pole or shafts	$88.00
Cash with order	85.36
Extra for both pole and shafts	4.00
Extra for leather trimmed cushions and backs	3.50

No. 772—EXTENSION-TOP SURREY.

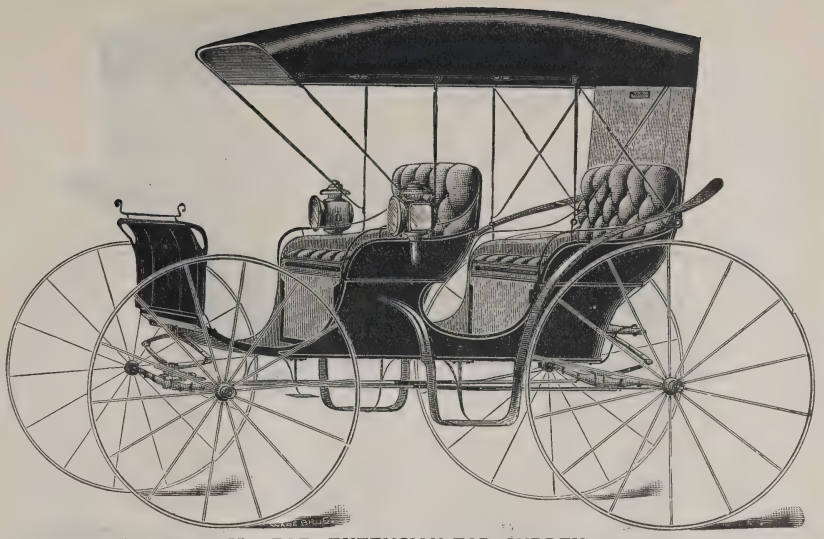
No. 772 has the same style body as No. 158, page 18. The material used in trimming is not as fine, and the trim work not as good as that on No. 158. It has leather quarter extension top; rubber roof, back and side curtains; $1\frac{1}{16}$-inch swedged double-collar steel axles; 1-inch Sarven patent wheels; 40 inches front, 44 inches back; dark green indigo cloth trimmings; seats have spring backs; body painted black, gear dark green, with double carmine stripe; cut velvet carpet full length of body; double fenders; handsome dash and line rail. As good as agents sell for $115.00 to $130.00.

Price, with rubber curtains, apron and lamps, with pole or shafts, ...**$90.00** Cash with order.....**$87.30**
Extra for both pole and shafts..... .....**$4.00** Extra for leather trimmed cushions and backs.... **3.50**

No. 773—CANOPY-TOP SURREY.

No. 773 surrey is the same as No. 772, with canopy top in place of extension top. One horse will handle it, over ordinary roads, with four persons. Same every way as agents sell for $110.00 and $120.00.

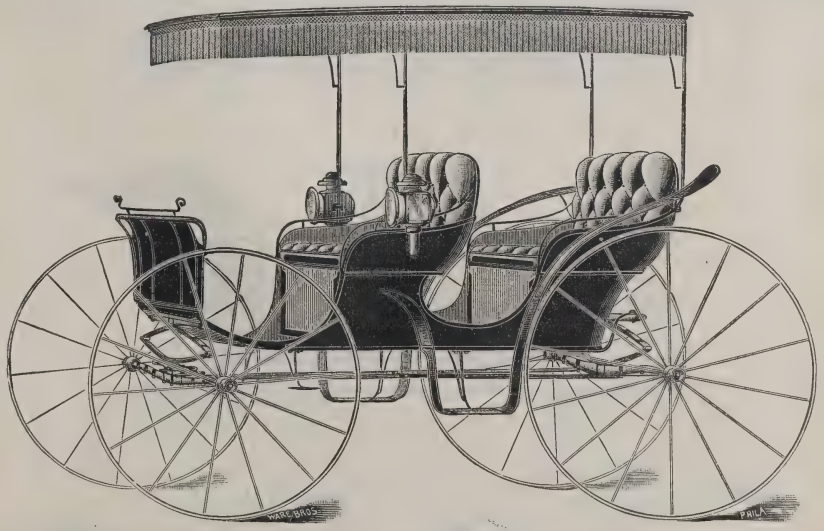
Price, with rubber curtains, apron, sunshade and lamps, with pole or shafts, ...**$83.00** Cash with order.....**$80.51**
Extra for both pole and shafts.....**$4.00** Extra for leather trimmed cushions and backs..... **3.50**



No. 707—EXTENSION-TOP SURREY.

No. 707 is just as the cut shows, a good style extension-top surrey. It has leather quarter extension top; rubber roof, back and side curtains; 1 1/8-inch swedged double-collar steel axles; 1-inch Sarven patent wheels, 40 inches front, 44 inches back; dark green indigo cloth trimmings; seats have spring backs; body painted black, gear dark green, with double carmine stripe; cut velvet carpet full length of body; double fenders. As good as agents sell for $110.00 to $125.00.

Price, with rubber curtains, apron and lamps, with pole or shafts, ...**$85.00** Cash with order.....**$82.45**
Extra for both pole and shafts.....**$4.00** Extra for leather trimmed cushions and backs..... **3.50**



No. 717—CANOPY-TOP SURREY.

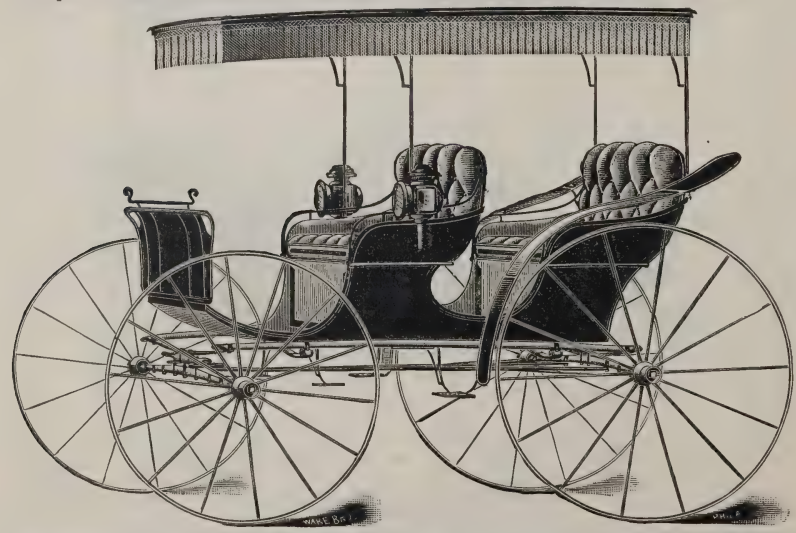
No. 717 surrey is the same as No. 707 above, with canopy top in place of extension top. One horse will handle it, over ordinary roads, with four persons. Same every way as agents sell for $100.00 to $110.00.

Price, with rubber curtains, apron and lamps, with pole or shafts, ...**$78.00** Cash with order.....**$75.66**
Extra for both pole and shafts.....**$4.00** Extra for leather trimmed cushions and backs..... **3.50**

No. 54—EXTENSION-TOP SURREY, HUNG ON BREWSTER SIDE-BAR SPRINGS.

No. 54 has 1⅛-inch steel double-collar axles; 1-inch round-edge steel tire; Sarven patent wheels, unless half Dodge spoke wheels are ordered; trimming is heavy, all-wool cloth; both seats have spring backs; has carpet and rubber apron. Everything about the surrey is good. We guarantee it to please you, and if not found as good as others sell for $125.00, we will return your money.

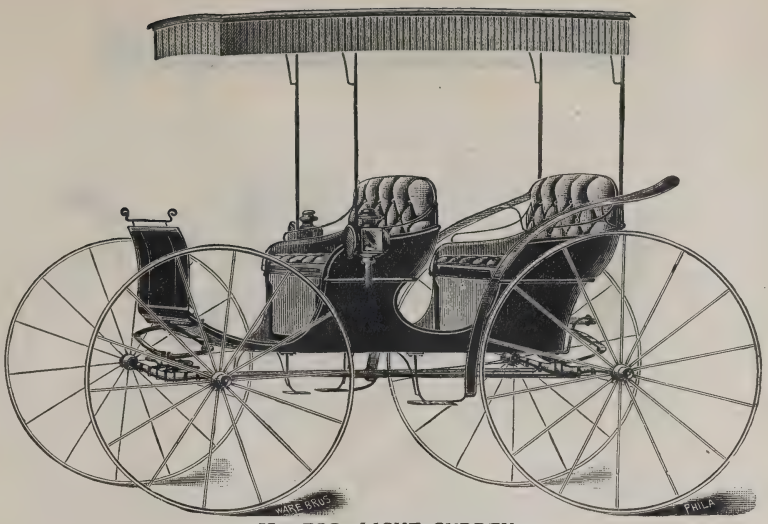
Price, full leather top and back curtain, rubber side curtains, storm apron and lamps, with pole or shafts..... **$95.00**
Cash with order..... **92.15**
Extra for both pole and shafts.....**$4.00** Extra for leather trimmed cushions and backs..... **3.50**



No. 53—CANOPY-TOP SURREY, HUNG ON BREWSTER SIDE-BAR SPRINGS.

No. 53 is exactly the same as No. 54, only it has canopy top instead of extension top.

Price, with top, rubber side and back curtains, sunshade and lamps, with pole or shafts, ...**$75.00** Cash with order....**$72.70**
Extra for both pole and shafts.....**$4.00** Extra for leather trimmed cushions and backs **3.55**

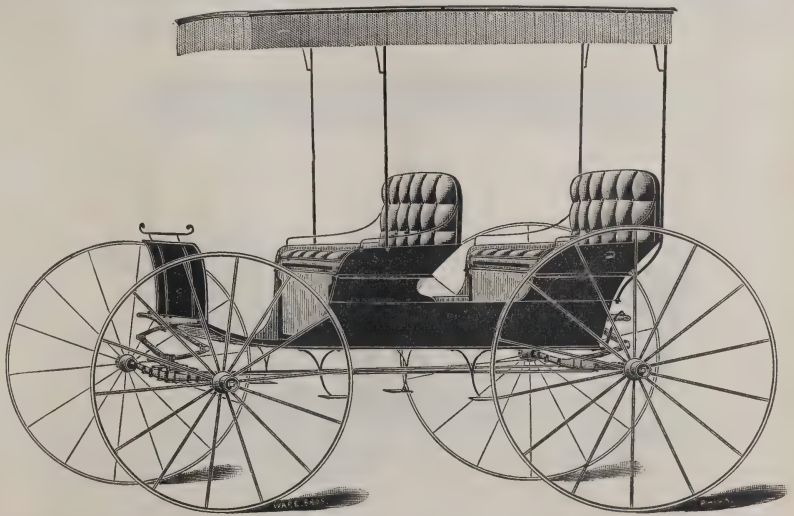


No. 723—LIGHT SURREY.

There is a great demand for a one-horse surrey of good design and finish that can be purchased at a moderate price. To meet these requirements we have produced No. 723. Has $1\frac{1}{16}$-inch swedged steel double-collar axles; $\frac{7}{8}$-inch Sarven patent wheels, 1-inch wheels if preferred; green cloth trimmings; solid backs; carpet full length of body; fenders over rear wheels; body painted black, gear dark Brewster green, with carmine stripe; curtains all around, and storm apron. As fine every way in material, workmanship and finish as others sell for $25.00 and $35.00 more than our price. If you should find it otherwise, the surrey can be returned.

Price, with sunshade, storm apron, lamps and shafts..... **$60.00**

Cash with order..... **$58.20**
Extra for both pole and shafts..... **3.00**
Extra for pole in place of shafts..... **1.50**
Extra for leather trimmed cushions and backs..... **3.50**

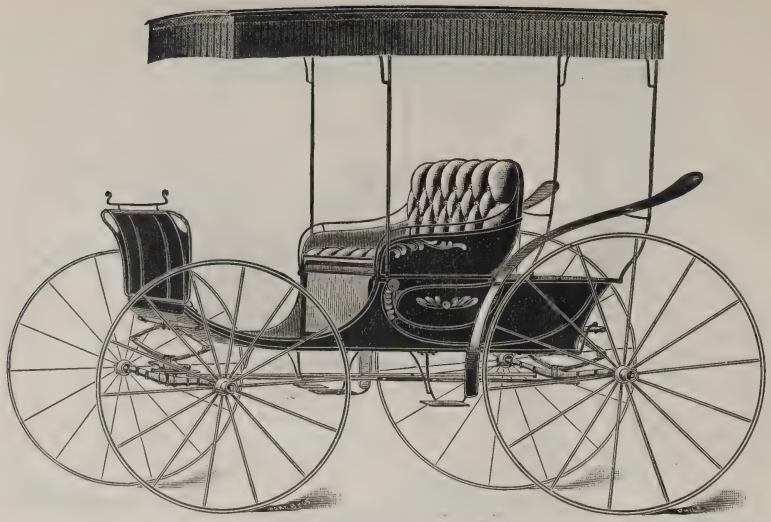


No. 721—LIGHT SURREY, WITH MOVABLE BACK SEAT.

No. 721 is just right for one horse over ordinary roads. Has $1\frac{1}{16}$-inch swedged steel double-collar axles; elliptic end springs; 1-inch Sarven patent wheels; cloth cushions and backs; carpet full length; body painted black, gear dark green. Back seat is movable. Curtains all around, and rubber storm apron. No. 721 is as good in every way as surreys that sell for $75.00 to $85.00.

Price, with sunshade and shafts..... **$50.00**

Cash with order..... **$48.50**
Extra for both pole and shafts..... **3.00**
Extra for pole in place of shafts..... **1.50**
Extra for leather trimmed cushions and backs..... **3.50**

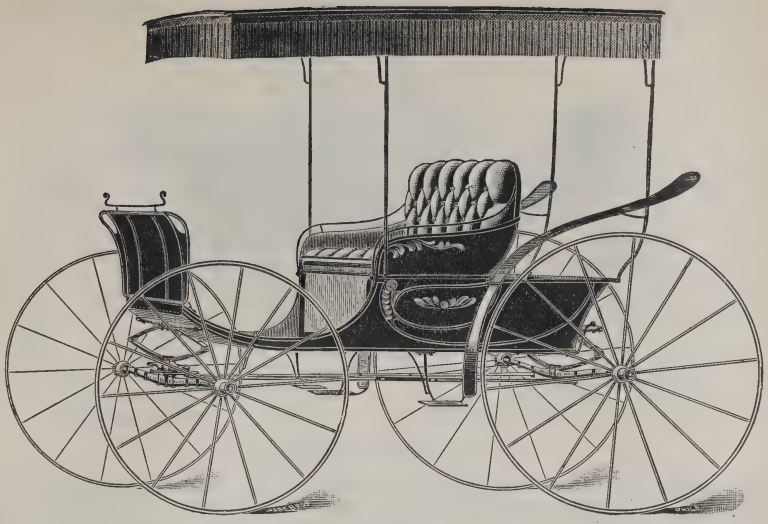


No. 9—JUMP-SEAT SURREY.

Above cut shows No. 9 as a one-seat buggy or phaeton; see two-seat surrey below. This is, perhaps, the finest style vehicle made that can be used as a one-seat buggy or a two-seat surrey. The cut shows exactly how the body is made. It is not only a handsome body, but is very convenient to get into and out of, and is very comfortable and roomy, whether used with one or two seats. The change is easily and quickly made. A child ten years old can do it. It is trimmed with fine cloth; has 1 1/16-inch steel axles; 1-inch steel tire, 7/8-inch tire if preferred; Sarven patent wheels; has rubber side and back curtains; rubber storm apron; fenders over back wheels; carpet in bottom; silver line rail; and everything about it is very nice. We guarantee it to be as well made in every particular as those for which others charge $30 to $40 more than our price.

Price, with sunshade, with pole or shafts.....	**$86.00**	Cash with order.....	**$83.42**
Extra for both pole and shafts.....	**4.00**	Extra for leather trimmed cushions and backs.....	**3.50**

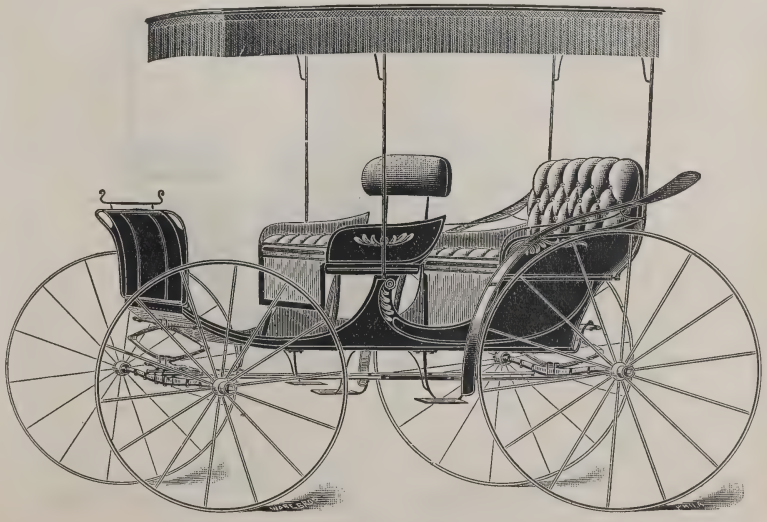
No. 9—JUMP-SEAT SURREY.



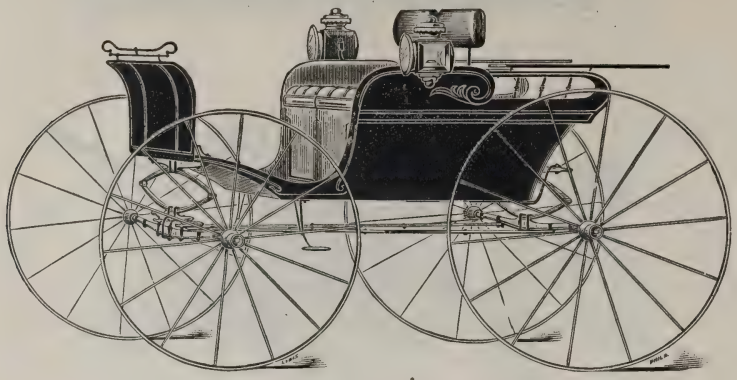
No. 10—JUMP-SEAT SURREY.

No. 10 has the same style body as used on No. 9. (See description on opposite page.) The cloth, trim work and painting of No. 10 is not as expensive as on No. 9. We guarantee it to be as well made in every particular as those for which others charge $30 to $40 more than our price.

Price, with sunshade with pole or shafts.....$80 Cash with order.....$77.60
Extra for both pole and shafts..... 4.00
Extra for leather trimmed cushions and backs..... 3.50



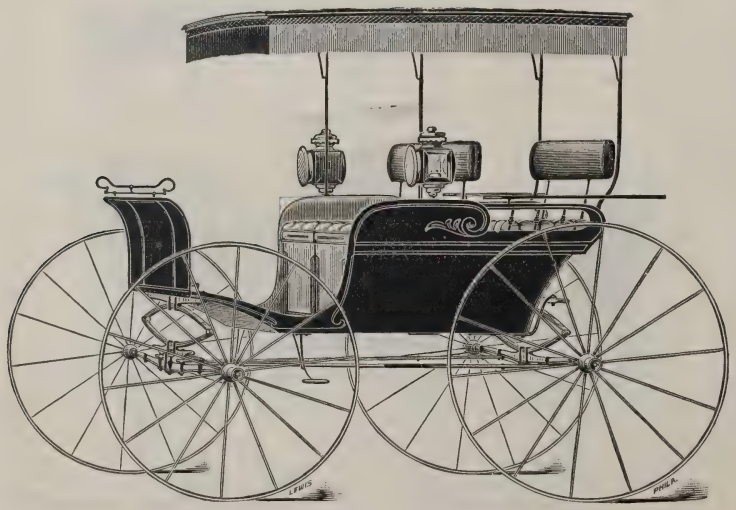
No. 10—JUMP-SEAT SURREY.



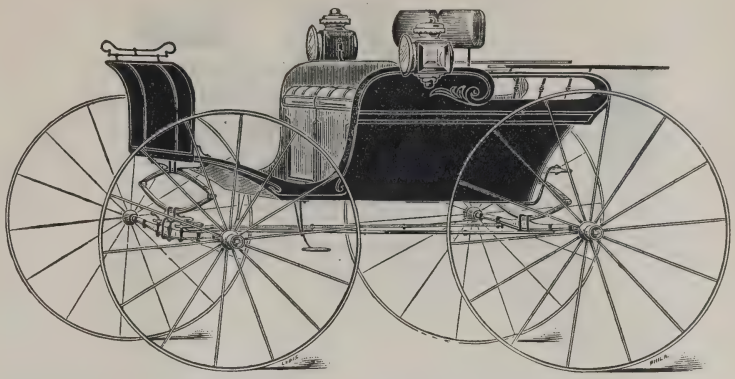
No. 12—ELKHART TRAP.

No. 12 Elkhart Trap is a very stylish, well made, well finished Trap; we make it both with and without top; the top is easily removed, so if you order one with top you can make an open trap of it by removing four nuts; entrance is gained from the front, both halves of the front seat tilting to one side as desired; when back seat is tipped forward, it is entirely concealed, and you have a well proportioned one seat vehicle. Has 1⅛-inch axles; ⅞-inch tire; half dodge spoke wheels, unless Sarven patent wheels are ordered; cushions and backs are trimmed with heavy green cloth; top is lined with cloth, has fringe and rubber side and back curtains; body is painted black, gear dark Brewster green. If you are not well pleased with this Trap it can be returned.

Price, without top, with lamps, with pole or shafts	**$62.00**
Cash with order	**60.14**
Extra for both pole and shafts	**4.00**
Extra for canopy top, curtains and apron	**20.00**



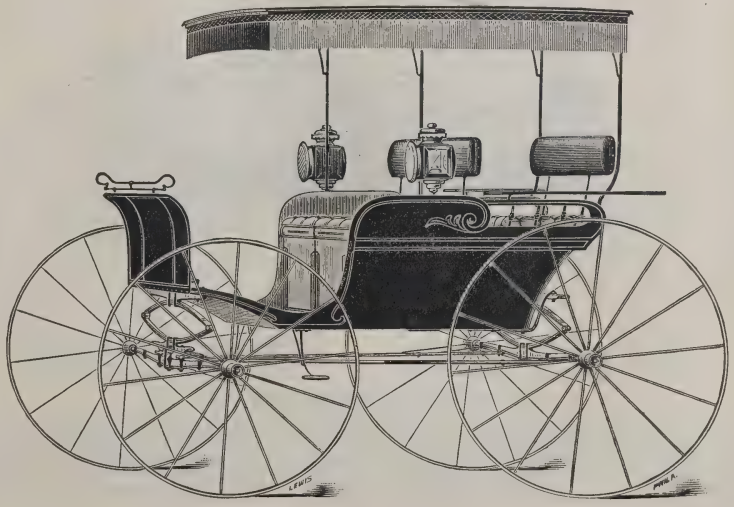
No. 12—ELKHART TRAP WITH CANOPY TOP.



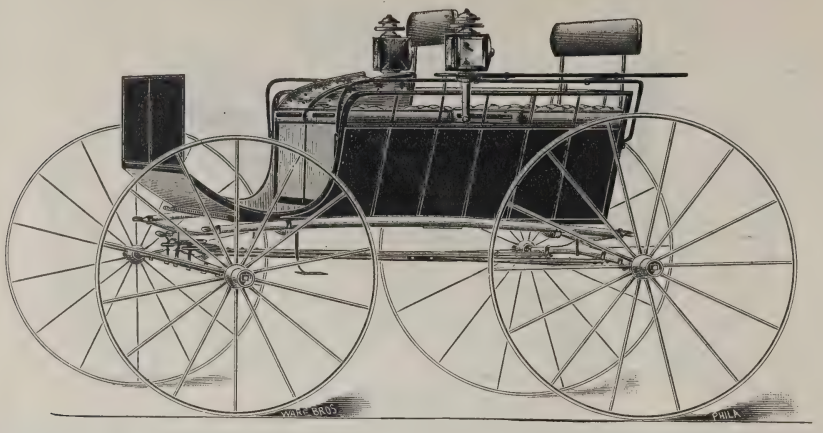
No. 715—INDIANA TRAP.

No. 715 Indiana Trap has the same body as used on No. 12, page 26. The trimmings used and finish of No. 715 are not as good as on No. 12, though we ship No. 715 same as No. 12, with the understanding that you are to be the judge whether the trap is good style, and the price low.

Price, without top, with lamps, with pole or shafts	$55.00
Cash with order	53.35
Extra for both pole and shafts	4.00
Extra for canopy top, curtains, and apron	15.00



No. 715—INDIANA TRAP WITH CANOPY TOP.

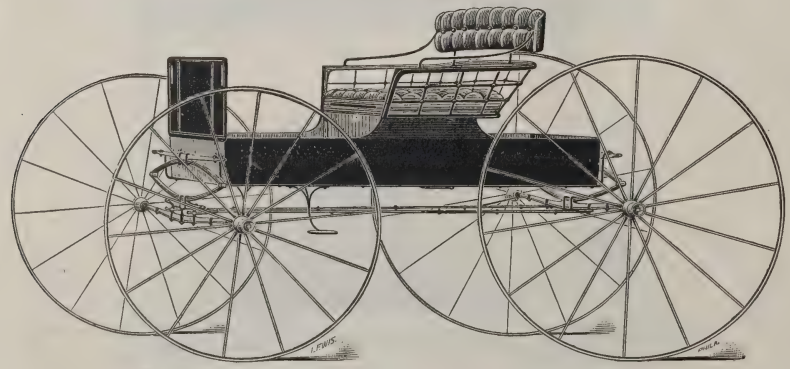


No. 17—ENGLISH SURREY.

No. 17 shows our new English surrey hung on Brewster springs. The Brewster springs are noiseless, easy riding and will carry the body level under every kind of strain. This is a very stylish turnout. Front seat, including lazy back, is hinged in the middle, so one-half of cushion and lazy back folds up to admit passengers to the rear seat. The dickey cushion for driver, straps on top of regular cushion, and is never sent unless ordered extra. Has leather covered fenders and silver-plated hand-rail full length of body, as the cut shows. Rear seat is stationary and end board does not drop down. We ship this surrey with the understanding that you are to find it as fine as others sell for $125.

No. 17 has 1 5/8-inch double-collar steel axles; 7/8-inch half dodge spoke wheels, unless 1-inch wheels are ordered for pavements or rocky roads; seats are trimmed in heavy all-wool green cloth, unless fine trimming leather is preferred; velvet carpet full length of body; body painted black, gear canary; will furnish with dark Brewster green gear if preferred.

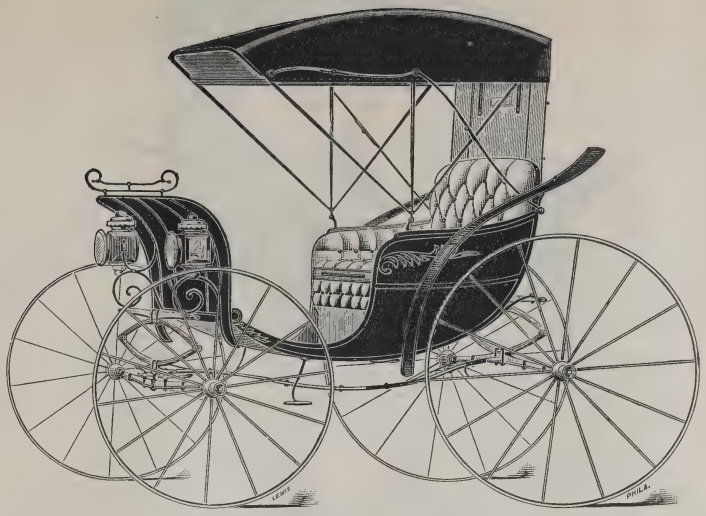
Price, with lamps, without dickey cushion, with pole or shafts.....**$75.00**
Cash with order..... **72.75**
Extra for both pole and shafts,.....**$4.00** Extra for driver's dickey cushion..... **5.00**
Extra for canopy top, same as top on No. 86, page 15, with curtains, apron and sunshade..... **20.00**



No. 22—OPEN, END-SPRING ROAD WAGON.

No. 22 is a fine, light, open, end-spring road wagon. There is quite a demand for something of this kind. It is not necessary however to pay a fancy price for a first-class wagon. No. 22 has 22 inch by 52 inch body, with an expensive seat as the cut shows; has 1 1/8-inch swedged double-collar steel axles; half dodge spoke wheels, with 3/4 inch tire; Brewster slotted fifth wheel; cushion and back trimmed with heavy cloth unless fine trimming leather is preferred; velvet carpet in bottom and end of body; body painted black, gear dark Brewster green. Such a wagon as No. 22, dealers would sell for $25 to $50 more than our price.

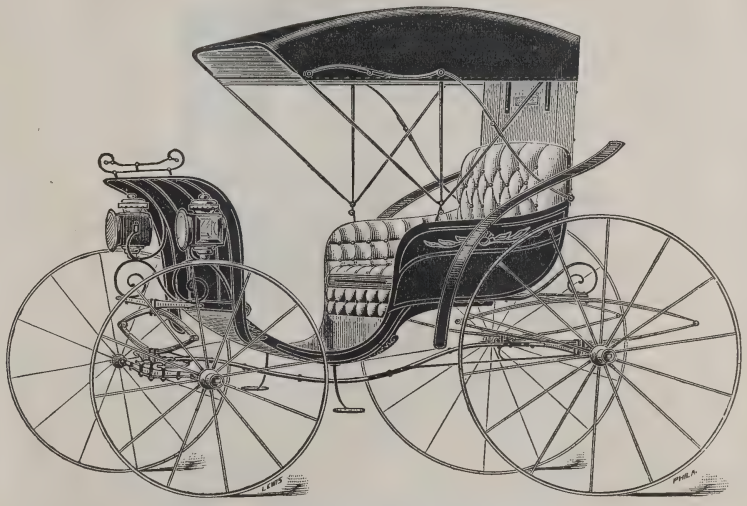
Price, with shafts,.....**$45.00**
Cash with order..... **43.65**



No. 87—QUEEN PHAETON.

No. 87 Queen Phaeton is just as handsome and as comfortable as it appears in the cut. It is equal in every respect to phaetons that sell for $140 to $165. It has full leather top and curtains; leather covered bows; springs and hair in back and cushion; velvet carpet; large wing dash with pocket and apron (see cut of dash, page 9); cushion and back trimmed with cloth, unless leather is preferred; axles are $\frac{1}{16}$-inch swedged steel; half dodge spoke wheels with $\frac{7}{8}$-inch tire.

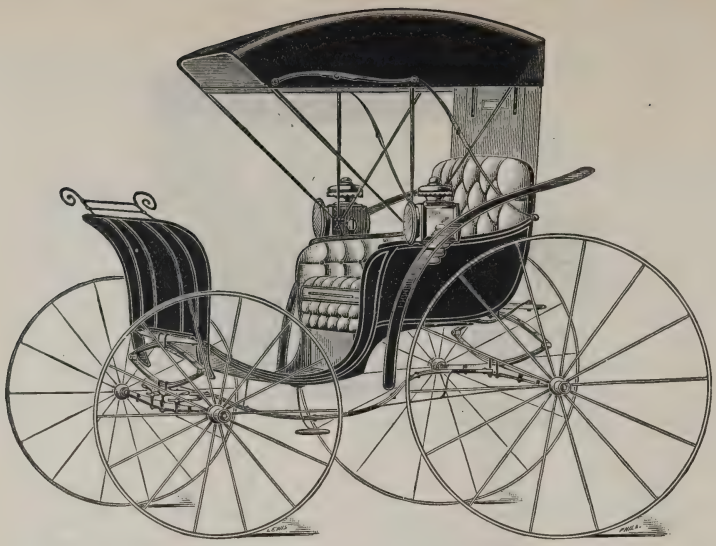
Price, with lamps and shafts. ..... **$115.00** Cash with order..... **$111.55**



No. 37—THREE-SPRING LOOP PHAETON.

No. 37 is an elegant double-loop phaeton, with beautiful wing dash and lamps. Has full leather top and curtains; leather-covered bows; both cushion and back have springs, upholstered with hair; body and scroll work artistically designed; material, workmanship and finish first-class. As good style and as fine every way as others sell for $150 to $175. Has $1\frac{1}{16}$-inch double-collar steel axles; half dodge spoke wheels with $\frac{7}{8}$-inch steel tire; cushion and back trimmed with heavy all-wool green cloth, will trim with leather if preferred; body painted black, gear dark green; wing dash with pocket and storm apron (see cut of dash, page 9); silver line rail.

Price, with full leather top, lamps and shafts..... **$120.00** Cash with order... ..... **$116.40**



No. 122—TWO-SPRING PHAETON.

No. 122 shows a beautiful phaeton, with our No. 7 wing dash, with apron attached (see page 9 for rear view of dash). It is trimmed with fine cloth (we trim with leather when ordered); has full leather top with three bows, bows are leather covered; 1⅛-inch steel axles; ⅞-inch tire; half dodge spoke wheels; springs and hair in both cushion and back. No. 122 is guaranteed as fine every way as others sell for $140 to $160.

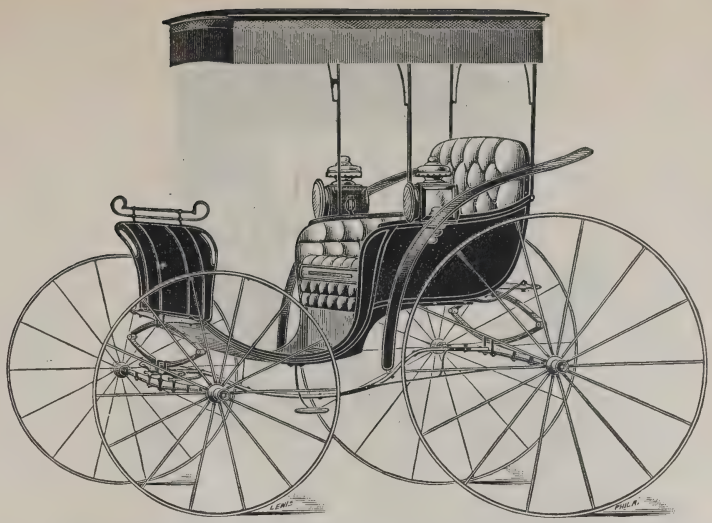
Price, with full leather top, heavy rubber side curtains, lamps and shafts..... **$100.00** Cash with order..... **$97.00**

No. 18—TWO-SPRING PHAETON.

We consider our phaeton body the best style phaeton body made. It is roomy, and at the same time light and neat looking. It is made in such shape that anyone may sit comfortably, not cramped, as is the case with many phaetons, caused by having the seat too low. Cushion and back are made very comfortable with easy springs and hair. No. 18 has fenders over the back wheels; the cloth is fine, all-wool, and it is trimmed in first-class manner (we trim cushion and back in fine trimming leather when ordered); has 1⅛-inch double-collar steel axles; ⅞-inch round-edge steel tire; use half dodge spoke wheels, unless Sarven patent wheels are ordered; has velvet carpet in bottom, and rubber storm apron. The dash has silver line rail. Top has three leather-covered bows. We guarantee No. 18 to be as fine a phaeton in every respect as is sold for $130 to $150.

Price, with full leather top, heavy rubber side curtains, lamps and shafts..... **$90.00** Cash with order..... **$87.30**

Extra for pole and shafts..... **$4.00** Extra for pole in place of shafts..... **2.00**



No. 118—CANOPY-TOP, LADIES' PHAETON.

No. 118 is the same as No. 18 (see page 30), only with canopy top. The canopy top is lined with all-wool cloth and has fringe, as cut shows. All-wool cloth trimmings, or trimmed in leather if preferred. It has rubber side and back curtains, and rubber storm apron.

Price, with lamps, sunshade and shafts....**$75.00** Cash with order..... **$72.75**

No. 123—CANOPY-TOP, LADIES' PHAETON.

No. 123 is the same as No. 118, excepting it has the beautiful large wing dash, with line rail and apron attached. (See cut of dash on page 9.)

Price, with lamps, sunshade and shafts.....**$83.00** Cash with order **$80.51**

No. 36—TWO-SPRING PHAETON.

No. 36 is a well made, well finished two-spring phaeton. It has $\frac{13}{16}$-inch double-collar steel axles; $\frac{7}{8}$-inch round edge steel tire; Sarven patent wheels; leather quarter top, with four steel bows; heavy rubber roof, side and back curtains; trimmed in all-wool indigo-dyed cloth; back of seat has springs; carpet in bottom of body; large rubber storm apron. Just as fine as phaetons sold by others for $30 more than our price. We guarantee it to give satisfaction, and will take it back without cost to the purchaser if he finds he can do better anywhere else, after seeing it.

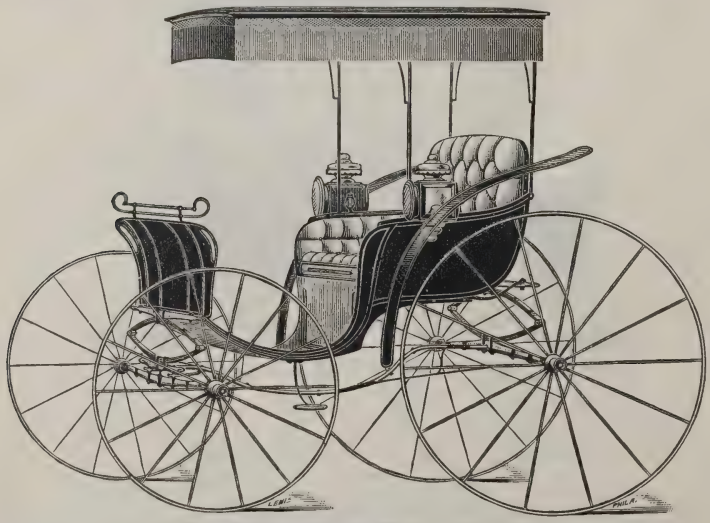
Price, with lamps and shafts.....**$75.00** Cash with order **$72.75**

Extra for leather trimmed cushion and back **2.00**

No. 762—TWO-SPRING PHAETON.

No. 762 Phaeton has the same style body we use on several of our more expensive phaetons; top has three bows, leather side quarters and back stays; rubber roof, side and back curtains; cushion and back trimmed in green cloth; springs in back; carpet in bottom of body; rubber storm apron to slip over dash; body painted black, gear dark green; ⅞-inch double-collar steel axles; Sarven patent wheels, unless half dodge spoke wheels are ordered. We ship with the understanding that you are to consider No. 762 as good in every way as phaetons that sell for $30 more than our price.

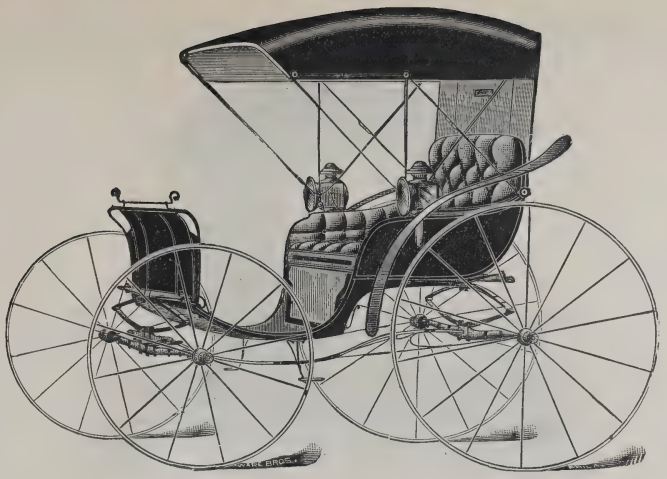
Price, with lamps and shafts..... $65.00
Cash with order..... 63.05
Extra for leather trimmed cushion and back..... 2.00



No. 763—CANOPY-TOP PHAETON.

No. 763 is the same as No. 762 except top. Top is lined, has fringe and rubber side and back curtains.

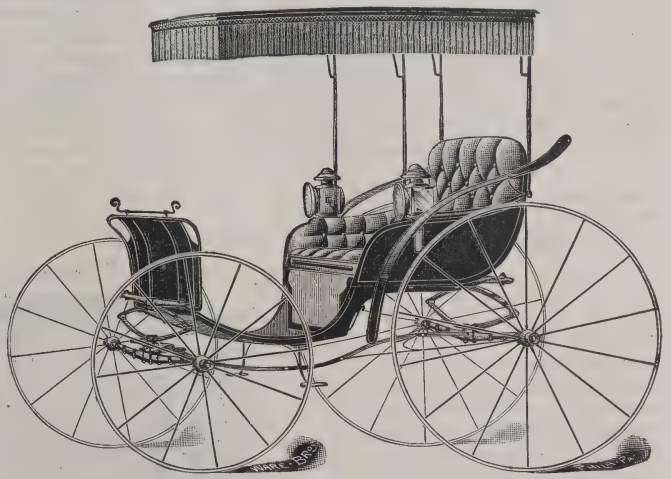
Price, with lamps, sunshade and shafts..... $60.00
Cash with order..... $58.20 Extra for leather trimmed cushion and back..... 2.00



No. 760—END-SPRING PHAETON.

No. 760 has a wide, commodious seat, and the body is so constructed that the occupant can sit erect. The top is made very full in order to protect one from sun or rain. It has leather quarter top; 1⅝-inch swedged steel axles; ⅞-inch Sarven patent wheels, front 38 inches, back 44 inches; dark green indigo cloth; springs in back; black body, dark green gear, with carmine stripe; fenders; cut velvet carpet; wrought Derby fifth wheel. As fine as usually sells for $85.00.

Price, with lamps, apron and shafts..... $60.00
Cash with order..... $58.20
Extra for both pole and shafts..... 4.00
Extra for pole in place of shafts..... 2.00
Extra for leather trimmed cushion and back..... 2.00



No. 761—CANOPY-TOP PHAETON.

No. 761 is the same as No. 760, except top. Top is lined, has fringe, and rubber side and back curtains.

Price, with lamps, apron and shafts..... $55.00 Cash with order..... $53.35

No. 424—PIANO BODY ON END SPRINGS.

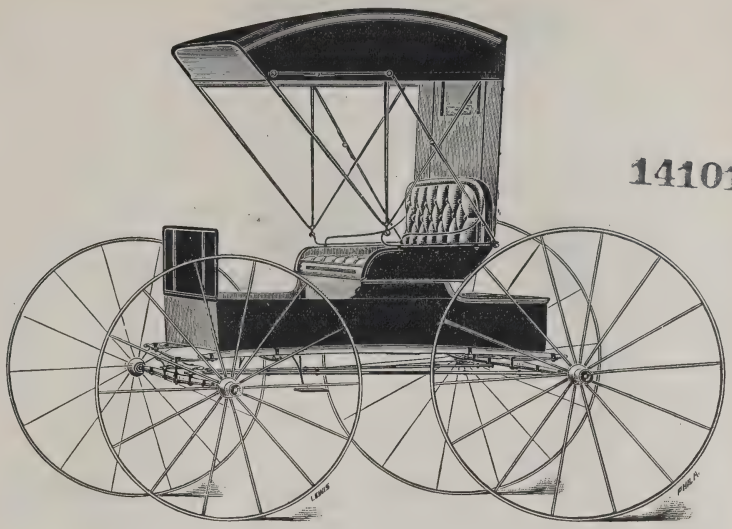
A great many want the end-spring buggy made light, yet strong enough to carry 400 pounds. The No. 424 fills that want exactly. It has 1⅛-inch swedged double-collar steel axles; ¾-inch round-edge steel tire, ⅞-inch tire if preferred; half dodge spoke wheels, unless Sarven patent are ordered; Brewster slotted fifth wheel (see cut below); leather top; leather-covered bows; velvet carpet in bottom and end of body; trimmed with all-wool heavy cloth; trim cushion and back with leather when ordered. The back of seat is solid, not a drop back (see cut of seat on page 35), and is upholstered with springs and hair. Body is 25 inches wide by 52 inches long. Will send 22-inch body when ordered. Top can be removed and the solid back remain on the seat. Has rubber storm-apron, and rubber boot for back part of body. It is a very fine, light wagon. We know it is as fine in every respect as others charge $110.00 for. After seeing the No. 424, if you do not consider it first-class in every particular you need not take it.

Price, with leather top, heavy rubber side curtains and shafts	$65.00
Cash with order	63.05
Extra for pole in place of shafts	2.00
Extra for both pole and shafts	4.00

See page 28 for cut and description of fine, light, End-Spring Wagon, without top.

You can rely with perfect confidence on all our catalogue says concerning the merits of our work. You are interested in buying where you can get the most for your money, and we believe you will agree with us, that our plan, of selling direct from the factory, is the most economical for the purchaser. Every dollar you pay us for a buggy goes into the cost of producing it, and no part of it is used for dealers' commissions, expenses, rents, etc.

The above cut shows the Brewster slotted fifth wheel. It is considered the best style fifth wheel. There is an arrangement for taking up any wear. We use this fifth wheel on Nos. 424, 426, 14, 224 and 226.



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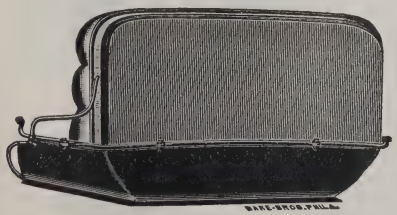
No. 426—FINE LIGHT BREWSTER.

No. 426 shows our Brewster wagon, which is considered by many the most stylish wagon made. It is a very comfortable riding side-bar buggy, having four cross-springs (one on each axle and two at equal distances from each end), making it quite easy riding and at the same time a good wagon for speeding. It has double reaches; the body hangs low but will not strike the reaches. Has 1⅛-inch swedged double-collar steel axles; ¾-inch round-edge steel tire, ⅞-inch if preferred; half dodge spoke wheels, unless Sarven patent wheels are ordered. Has solid back to seat, same as shown in cut below; has three-bow top, leather-covered bows; is nicely trimmed with all-wool, indigo-dyed cloth; trim cushion and back with leather when ordered. Back is upholstered with springs and hair; has velvet carpet in bottom and end of body. Body is 25 inches wide; will send 22-inch body when ordered. Everything about this wagon is good and honest. If you order one, and after examining thoroughly you do not think it is fully up to our representations, it may be returned at our expense.

Price, with leather top, rubber side curtains, apron, boot and shafts..... $65.00
Cash with order..... 63.05



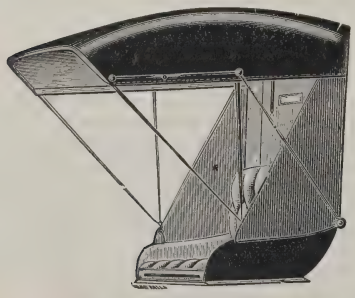
Above cut shows buggy seat with solid back. With these seats we use a shifting rail, so the top can be removed, and the back remain on the seat. The back is upholstered with springs and hair.

The whole purpose of this catalogue is to convince you that our work is of standard quality, and when compared with the same quality of other makers, our prices are less. In deciding this, we make you the judge by offering to ship goods for your inspection, allowing you to return anything not up to our representation, at our expense. If goods are accepted they are sold under our regular warranty. We believe our offer is more liberal than that of any other firm. We hope you will write us.

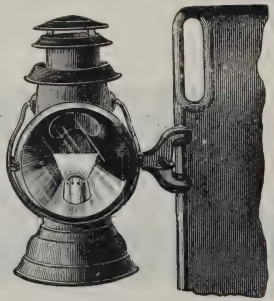
No. 14—PHYSICIAN'S AND BUSINESS MAN'S CORNING.

Physicians and business men, who do more driving than anyone else, are entitled to their own views regarding comfort, convenience and style embodied in their turnouts. For a long time we have built physicians' phaetons to order, and being familiar with their requirements, have decided to bring out a design that we are confident will please them. In No. 14 we use the Corning body, because it is cut down in front and is easy to get into; at the same time the body is high back of seat. The seat is roomy; the cushion deep; the back is high, and both have springs. The top is full and protects the occupant from storm or sun. With small cut we show half curtains, which are liked very much because they keep the mud out of seat and are warm, but in nowise interfere with the outlook. No. 14 is not used exclusively by physicians, but is very popular with business men. It has $\frac{1}{16}$-inch swedged steel axles; $\frac{7}{8}$-inch round-edge steel tire, 1-inch tire if preferred; half dodge spoke wheels, unless Sarven patent are ordered; body is painted black, gear dark Brewster green; trimmed in all-wool green cloth, will trim in fine trimming leather when preferred; leather quarter top, with three steel bows; will send four-bow top if ordered.

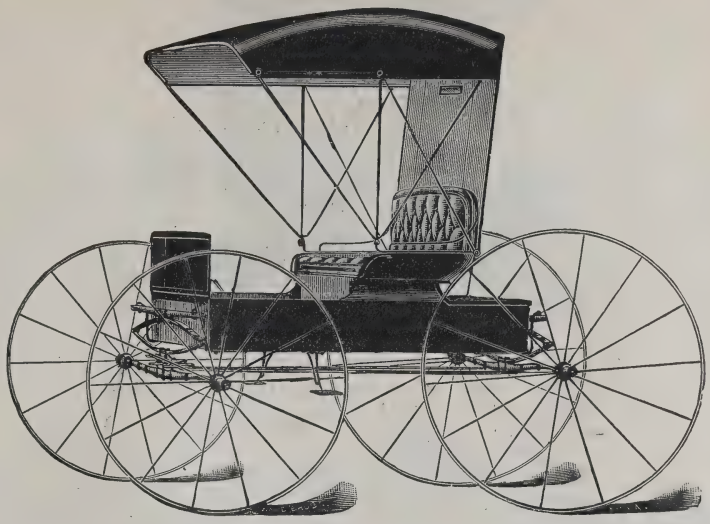
Price, with leather quarter top, heavy rubber roof, back and side curtains, boot, apron and shafts	**$65.00**
Cash with order	**63.05**
Extra for full leather top, with heavy rubber side curtains	**6.00**
Extra for half curtains of leather	**3.00**



Above cut shows half curtains that we can send with No. 14 when ordered. They are made of No. top leather lined with dark cloth to match top.



Many of our patrons write us inquiring for a good, serviceable lamp, to burn oil, which can be readily attached to dash, and which will not smoke or blow out. Above cut shows the Dietz lamp as it appears when fastened to side of dash. For price see page 40.



No. 224—PIANO BODY ON END SPRINGS.

No. 224 has 1⅛-inch swedged double-collar steel axles; ⅞-inch round-edge steel tire, ¾-inch tire if preferred Sarven patent wheels, unless half dodge spoke wheels are ordered; has three steel bows in top, unless four bows are ordered, and concealed bow joints between last two bows. Top has leather side and back quarters, and heavy rubber back and side curtains, which gives it the strength and appearance of a ull leather top. Has all-wool, indigo-dyed cloth trimmings; will trim cushion and back with fine trimming leather if preferred; has solid back to seat, same as shown in cut on page 35, and it is upholstered with springs and hair; carpet in bottom and end of body. Body is 25 inches wide by 52 inches long, will send 22-inch when ordered. Body is painted black, gear dark Brewster green.

Price, with leather quarter top, apron, boot and shafts.....$55.00
Cash with order.....$53.35
Extra for both pole and shafts..... 4.00 Extra for pole in place of shafts..... 2.00

OUR $55.00 BUGGIES.

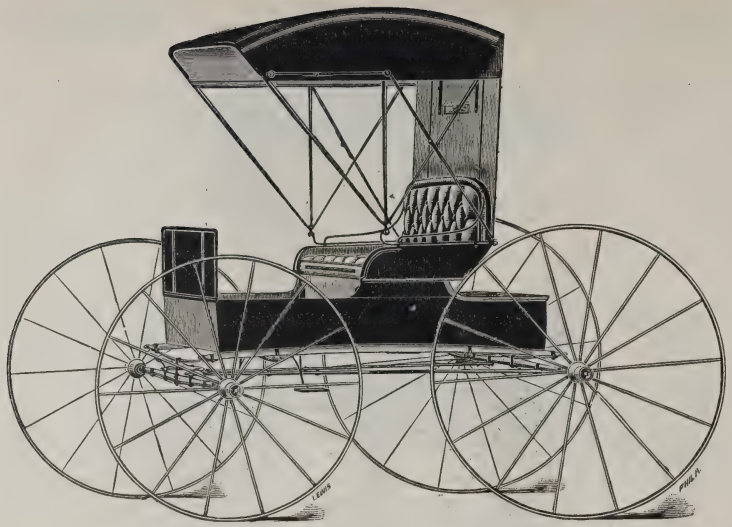
Our $55.00 buggies compare in material, workmanship and finish with those sold by others for $75.00 to $90.00. If, upon examination, our customers find them otherwise, they may be returned and we will pay all freight.

During the twenty-three years we have been manufacturing and selling to the consumers, we have built up a reputation for honest work. Naturally we feel proud of this reputation, and shall do our best to preserve it.

. . OUR PRICES . .

We frequently get letters from dealers, who tell us they will give us an order if we will allow a slight reduction. But we never change our prices. A woman, or even a child, living a thousand miles away, can buy a carriage or harness of us for the same price, and on the same terms, that a dealer or banker gets.

Some who are not acquainted with us will look at our low prices and say we cannot furnish good work for so little money. If you, who are reading this, feel that way, remember we have no agents or salesmen, but sell at a small profit added to the factory cost. Also remember it costs almost as much to sell work through agents (as our competitors do) as it does to make it; and remember, too, that we ship everything subject to your approval, and will refund every cent you have paid if what you order is not entirely satisfactory.



No. 226—BREWSTER BUGGY.

No. 226 Brewster has double reaches; the body hangs low but will not strike the reaches; has $\frac{1}{8}$-inch swedged double-collar steel axles; $\frac{7}{8}$-inch round-edge steel tire, $\frac{3}{4}$-inch tire if preferred; Sarven patent wheels, unless half dodge spoke wheels are ordered; has shifting rail and solid back to seat (see cut of back, page 35); has three-bow top, unless four-bow is ordered; is nicely trimmed with all-wool, indigo-dyed cloth; will trim with fine trimming leather if preferred; has carpet in bottom and end of body. Shipped with the understanding that it is the same as agents sell for $25.00 to $35.00 more than our price.
Price, with leather quarter top, apron, boot and shafts..**$55.00** Cash with order.....**$53.35**

No. 29—TIMKEN PATENT CROSS-SPRING, SIDE-BAR BUGGY.

No. 29 has $1\frac{1}{8}$-inch swedged double-collar steel axles; $\frac{7}{8}$-inch round-edge steel tire; Sarven patent wheels; is trimmed with fine all-wool, indigo-dyed cloth; has carpet in bottom and end of body; steel bows with concealed joints; three-bow top, unless four-bow is ordered. Has solid back to seat (see cut of back, page 35). We will be glad to receive your order to ship anywhere, with the understanding that it is not to cost you anything if you do not think it is a first-class job in every particular.
Price, with leather quarter top, and shafts.....**$55.00** Cash with order.....**$53.35**

No. 103—CORNING BODY ON DEXTER QUEEN SPRINGS.

The Dexter Queen spring is taking the place of other springs with thousands of people who do a great deal of driving and want the easiest spring they can get. There is no side motion about the Dexter Queen; the body keeps as level with one man sitting on one side of the buggy as though two persons of equal weight were riding in it. No. 103 has $\frac{1}{16}$-inch swedged double-collar steel axles; $\frac{7}{8}$-inch round-edge steel tire; Sarven patent wheels, unless half dodge spoke wheels are ordered; is trimmed in all-wool, indigo-dyed cloth; will trim with fine trimming leather if preferred; top has shifting rail, and seat has solid back (see cut of seat, page 35); has carpet in bottom and end of body; three steel bows with concealed joints, or four-bow top if preferred. If, after you have thoroughly examined this buggy, you do not consider it as well made, as finely trimmed and finished as those for which other manufacturers charge many dollars more, do not accept it.

Price, with leather quarter top, rubber apron, boot and shafts.....**$55.00** Cash with order.....**$53.35**
Extra for full leather top, with heavy rubber side curtains..**$5.00** Extra for both pole and shafts..... **4.00**

No. 30—CORNING BODY ON END SPRINGS.

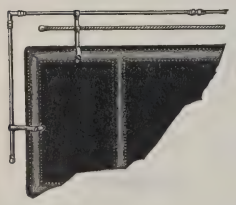
The above cut shows our new Corning buggy with end springs. Many like the Corning body better than any other kind, because it is high back of seat and low in front, making it roomy and easy of access. We know the No. 30 will please you, and we ship it for inspection, to be returned if not satisfactory. It has $\frac{1}{16}$-inch swedged steel axles; $\frac{7}{8}$-inch Sarven patent wheels, or half dodge spoke wheels if ordered; seat trimmed in green cloth; carpet full length; apron and boot; body black, gear dark green.

Price, with leather quarter top and shafts.....**$55.00** Cash with order.....**$53.35**

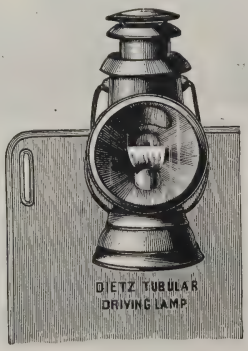
No. 457—PIANO BODY ON END SPRINGS.

No. 457 has three-bow leather quarter top, or four-bow if ordered. Top has shifting rail and seat has solid back (see cut of seat, page 35); has nickel Brewster curtain fasteners and line rail; has $1\frac{1}{8}$-inch swedged double-collar steel axles; $\frac{7}{16}$-inch Sarven patent wheels; dark green indigo trimmings; body painted black, gear dark Brewster green, with double carmine stripe; boot; apron; Brussels rug and toe carpet; body 25x52 inches; will send 22x52 inches when ordered; has swelled sides, concave seat risers; wrought body loops full length; wrought Derby fifth wheel; wing cushion. If you do not find it a neat, stylish buggy worth many dollars more than we charge, you may return it at our expense.

Price, with leather quarter top, apron, boot and shafts	$50.00
Cash with order	48.50
Extra for leather trimmed cushion and back	1.50



We have concluded to put nickel line rails on the dashes of Nos. 457, 477, 467, 437 and 748 without extra charge.

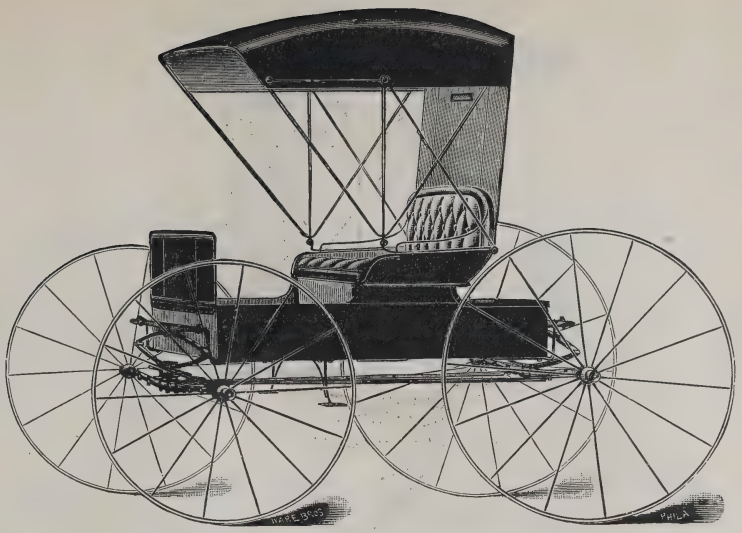


THE DIETZ TUBULAR DRIVING LAMP.

This lamp is designed for use with any kind of conveyance, and may be attached to front or side of dash, to standard of canopy top, or to side bracket of carriage, surrey or phaeton. It is compact and handsome, is provided with a conical reflector which concentrates the entire volume of light and throws it straight ahead. It burns with a clear, white, penetrating flame, using common kerosene oil. It does not smoke, is free from odor, and will not blow or jar out, however rough the road. Can be instantly removed from carriage, and with bale handle used about stables in place of lantern. *Absolutely safe.*

Price, japan finish, including holder	$2.75
" nickel plated	3.25

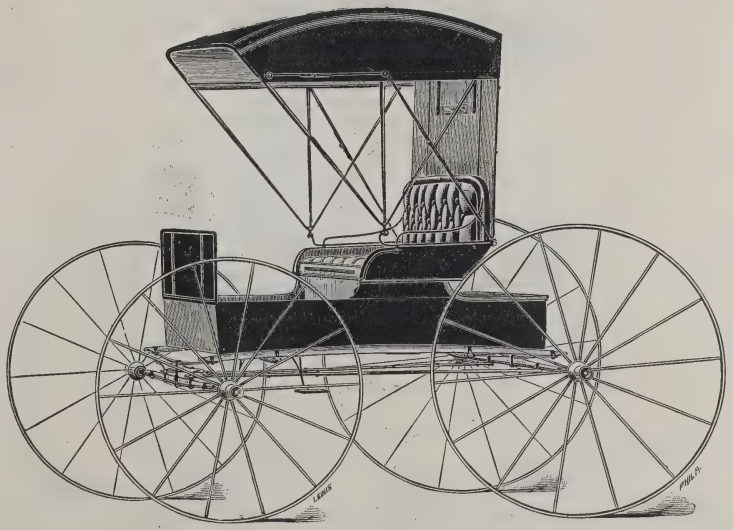
May be shipped by express at our risk.



No. 477—YOUNG MAN'S BUGGY.

The demand for a light and modern buggy has prompted us to design No. 477, which we call a "Young Man's Buggy," but which is appropriate for old as well as young. It is very handsome, and will be a great favorite everywhere. Body is narrow, 22x52; seat regular width; leather quarter top; seat has solid back with springs, (see cut of back, page 85); 1⅛-inch swedged steel axles; ¾-inch Sarven patent wheels, ⅞-inch wheels if preferred; nickel line rail; gear painted dark Brewster green; dark green indigo trimmings; boot; apron; Brussels rug and toe carpet; body has swelled sides, concave seat risers; wrought body loops full length; wrought Derby fifth wheel; wing cushion.

Price, with rubber boot, apron and shafts..... **$50.00**
Cash with order..... **$48.50** Extra for leather trimmed cushion and back..... **1.50**



No. 437—BREWSTER SIDE-BAR BUGGY.

No. 437 is the same as No. 477 above, only it has Brewster in place of end springs. Price is the same.

No. 467—CORNING BODY ON END SPRINGS.

No. 467 has leather quarter three-bow top, will send four-bow if ordered; 1⅛-inch swedged double-collar steel axles; ⅞-inch Sarven patent wheels; dark green indigo trimmings; body painted black, gear dark Brewster green, with double carmine stripe; boot; apron; Brussels rug and toe carpet; body 25x52 inches, and has swelled sides, concave seat risers; seat has solid back with springs (see cut of seat, page 35); wrought body loops full length; wrought Derby fifth wheel; wing cushion. If you are not more than pleased with No. 467, return it.

Price, with rubber boot, apron and shafts.....**$50.00** Cash with order.....**$48.50**
Extra for pole in place of shafts.....**2.00** Extra for leather trimmed cushion and back.....**1.50**

No. 748—PIANO BODY ON JACKSON SPRINGS.

No. 748, as the cut shows, has long side springs, and the body is hung on bars that are shackeled to a spring just above the long side spring. It is a very comfortable riding buggy. Except the difference in body and springs, it is the same as No. 467.

Price, leather quarter top, with shafts.....**$50.00** Cash with order.....**$48.50**

No. 250—PIANO BODY ON END SPRINGS.

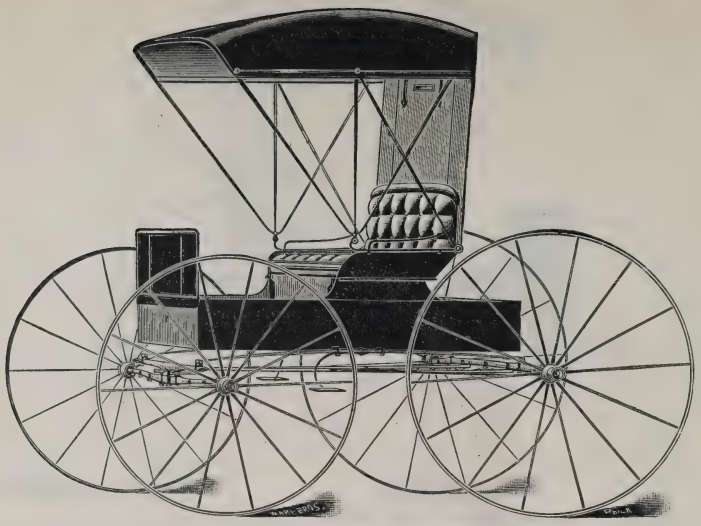
No. 250 has leather side quarters and back stays; rubber roof, back and side curtains. It is as fine as agents sell for $70.00. We guarantee it to please you, and will refund your money if you can do better anywhere else. Has 1⅛-inch double-collar swedged steel axles; ⅞-inch Sarven patent wheels with 16 spokes; cloth cushion and back; carpet full length; body black, gear dark Brewster green.

Price, with leather quarter top and back stays, rubber curtains, apron and boot, with shafts..... **$45.00**
Cash with order..... **$43.65** Extra for leather trimmed cushion and back..... **1.50**

No. 718½—PIANO BODY ON END SPRINGS.

No. 718½ has 1⅛-inch double-collar steel axles; ⅞-inch round-edge steel tire; Sarven patent wheels with 16 spokes; full rubber top; rubber storm apron and boot; carpet full length of the body; body painted black, gear dark Brewster green; cloth cushion and back. If you do not think it worth many dollars more than our price, when you see it, return it and have your money refunded. Sold under our regular warranty.

Price, with rubber top, curtains, apron, boot and shafts..... **$35.00** Cash with order **$33.95**
Extra for leather quarter top..... **3.00** Extra for leather trimmed cushion and back..... **1.50**



No. 737—PIANO BODY ON SIDE SPRINGS.

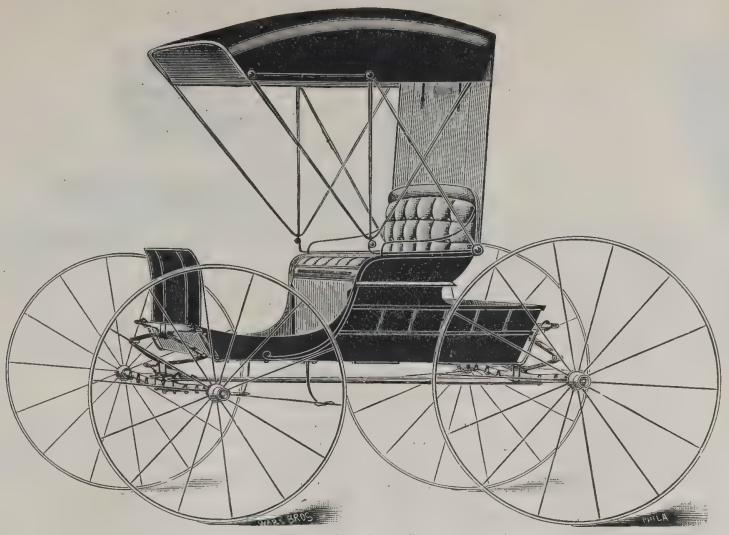
Some people like the long side spring better than any style of spring made, on the theory that the longer the spring the easier the buggy will ride. No. 737 has $\frac{1}{8}$-inch double-collar steel axles; $\frac{7}{8}$-inch round-edge steel tire; Sarven patent wheels with 16 spokes; full rubber top; rubber storm apron and boot; body painted black, gear dark green. If upon examination you do not think it as good in every way as many dealers sell for $55 to $65 you may return it.

Price, with rubber top, curtains, apron, boot, and shafts....**$35.00** Cash with order.....**$33.95**
Extra for pole in place of shafts..... **2.00** Extra for both pole and shafts..... **4.00**

No. 755½—CORNING BODY ON END SPRINGS.

No. 755½ is a very easy-riding, sensible, top road wagon. Body has correct shape for comfort and convenience. It has $\frac{1}{8}$-inch double-collar steel axles; $\frac{7}{8}$-inch round-edge steel tire; Sarven patent wheels with 16 spokes; full rubber top, side and back curtains and storm apron; cloth cushion and back; carpet full length of body; body painted black, gear dark green.

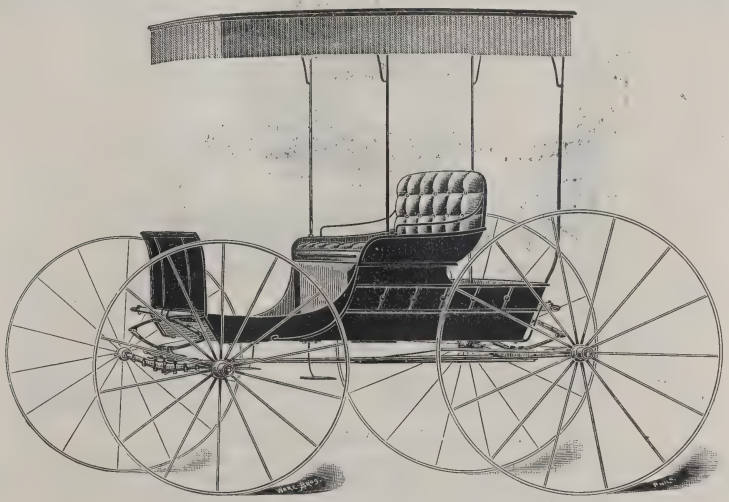
Price, with shafts.....**$35.00** Cash with order.....**$33.95**
Extra for pole in place of shafts..... **2.00** Extra for both pole and shafts..... **4.00**



No. 736—TOP ROAD WAGON.

No 736 is a very popular style, it answers every purpose of a more expensive buggy. Shipped with the understanding that you are to think it worth many dollars more than our price. Has $\frac{15}{16}$-inch double-collar steel axles; $\frac{7}{8}$-inch Sarven patent wheels with 16 spokes; cloth cushion and back; rubber top, side and back curtains; rubber apron; carpet full length; body black, gear dark green.

Price, with top, apron and shafts.....**$35.00** Cash with order.....**$33.95**
Extra for pole in place of shafts.....**2.00** Extra for both pole and shafts.....**4.00**

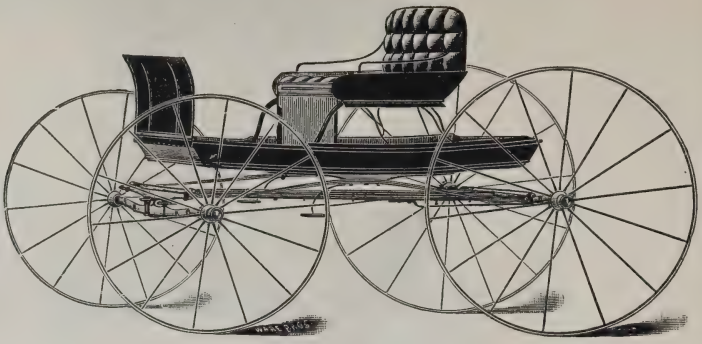


No. 726—CANOPY-TOP ROAD WAGON.

No. 726 shows our end-spring road wagon with canopy top. The top has iron standards that fit into sockets, and can be easily removed, leaving an open road wagon. Top is lined with cloth on under side, has fringe all around; back and side curtains. It has $\frac{15}{16}$-inch double-collar steel axles; $\frac{7}{8}$-inch round-edge steel tire; Sarven patent wheels, 16 spokes each; body painted black, gear dark green; cloth cushion and back.

Price, with apron and shafts.....**$33.00** Cash with order.....**$32.01**

The above cut shows the large Concord dash with storm apron attached, used on high-priced Concord wagons of the East. Dash is deep, with graceful curve at top; has long apron flap of enameled leather, apron of heavy rubber duck attached to dash, and folded inside, always where you can put your hands on it in a storm. This dash and apron will be furnished with Nos. 35, 20, 45, 730 or 51 for $3.00 extra.



No. 35—REGULATION CONCORD WAGON.

No. 35 is a stylish Concord wagon, with equalizers front and back; triple perch; drop axle beds; it has springs in both cushion and back; trimmed in best leather; built on the correct lines and very stylish. Unless you find it $20.00 or $25.00 cheaper than others charge for the same quality, return it at our expense. Our Concord bodies are 2 inches longer than our regular buggy bodies.

No. 35 has 1 1/16-inch double-collar steel axles; Sarven patent wheels, half dodge spoke wheels if preferred; 7/8-inch tire, 1-inch tire if ordered; carpet full length of body; body black, gear rich canary; will send dark green if preferred.

Price, with shafts..... $38.00 Cash with order..... $36.86
Extra for pole instead of shafts..... 2.00 Extra for both pole and shafts..... 4.00

No. 20—CONCORD WAGON.

No. 20 is exactly the same as No. 35 above, only cushion and back have no springs, and finish and trimming are not quite so expensive.

Price, with shafts..... $30.00 Cash with order..... $29.10
Extra for pole instead of shafts..... 2.00 Extra for both pole and shafts..... 4.00

No. 45—CALIFORNIA PUNT.

No. 45 is the same as No. 35 except the difference in shape of body, and there is a nickel rail around the body as cut shows.

Price, with shafts..... $40.00 Cash with order..... $38.80

No. 730—CALIFORNIA PUNT.

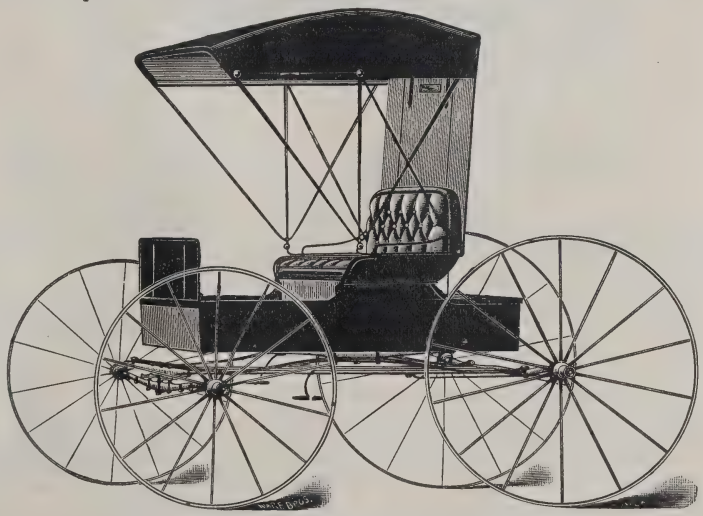
No. 730 is exactly the same as No. 45 above, only cushion and back have no springs, and finish and trimming are not quite so expensive.

Price, with shafts..... $32.00 Cash with order..... $31.04

No. 51—CONCORD WAGON, WITH TOP.

No. 51 Concord wagon has equalizers front and back, and three reaches. The body is 4 feet 6 inches long on the bottom, and 5 feet 3 inches long from dash to extreme end of body. The distance from dash to seat is more than on the regular body. The seat is 1 inch longer and 1 inch deeper than the regular buggy seat. If you prefer, we can give you a seat 2 inches longer than this, which will be the same length as our best surrey seats; in ordering this seat, say with "extra large seat." The top is larger than the ordinary buggy top, so that in No. 51 we have a very strong, roomy, comfortable and convenient buggy. The cushion and back are trimmed with No. 1 trimming leather, unless fine heavy cloth is preferred, and both cushion and back have springs. Top has three steel bows, unless four bows are ordered; has leather side quarters and back stays, with heavy rubber roof, back and side curtains. Axles are $1\frac{1}{16}$-inch; Sarven patent or half dodge spoke wheels, with $\frac{7}{8}$-inch tire unless 1-inch is preferred. We expect to sell a good number of this top wagon in New England and the Eastern states, as well as in the West. We know it is a fine job and will ship with the understanding that you are to be satisfied you save at least $30.00.

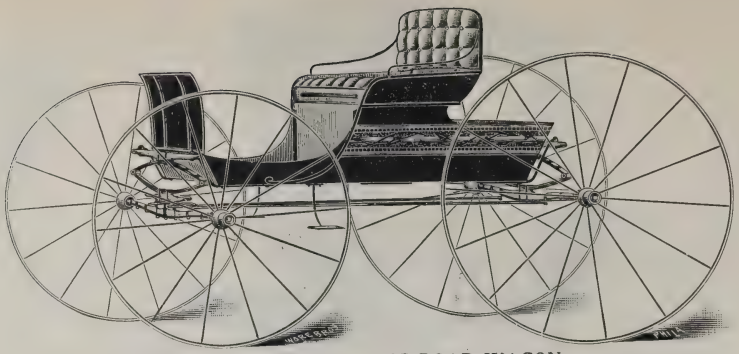
Price, with leather quarter top, storm apron, and shafts.....**$65.00** Cash with order.....**$63.05**
Extra for full leather top and curtains..... **10.00**



No. 740—PIANO BODY ON CONCORD GEAR.

No. 740 is same as No. 51 except the difference in shape of body, and it is not as expensive. Top is all rubber; cloth trimmed cushion and back.

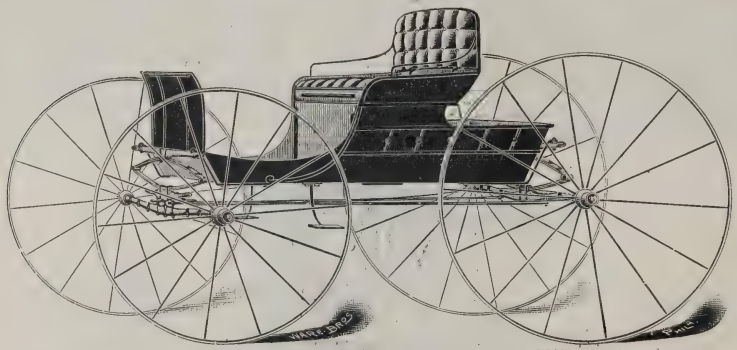
Price, with shafts .....**$40.00** Cash with order.....**$38.80**
Extra for leather trimmed cushion and back..... **1.50**



No. 756—END-SPRING ROAD WAGON.

The above cut shows a very handsome road wagon. Upper panel of body has handsome design pressed into the wood by running it between heavy steel rolls, body is finished in black, has the correct shape; all of our road wagons have good leather dashes, soft, easy springs, good cushions and lazy backs. If you are not pleased with these wagons when you receive them, they may be returned at our expense both ways. They are sold under our warranty, same as our higher-price work. No. 756 has $\frac{1}{4}$-inch double-collar, swedged-steel axles; $\frac{7}{8}$-inch Sarven patent wheels; cloth cushion and back; carpet full length; body painted black, gear dark green.

Price, with shafts	$27.00
Cash with order	26.19
Extra for pole in place of shafts	2.00
Extra for both pole and shafts	4.00
Extra for leather trimmed cushion and back	1.00



No. 766—END-SPRING ROAD WAGON.

This is one of our new styles. Body has proper shape. It is more expensive than the regulation road wagon body. No. 766 has $\frac{1}{4}$-inch swedged-steel axles; $\frac{7}{8}$-inch Sarven patent wheels, 16 spokes; round-edge steel tires; cloth cushion and back; carpet full length; body black, gear dark green. If you do not find it one of the most stylish road wagons you ever saw and worth more money than we ask for it, return it at our expense.

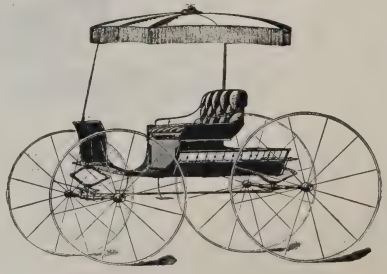
Price, with shafts.....$27.00 Cash with order..... $26.19

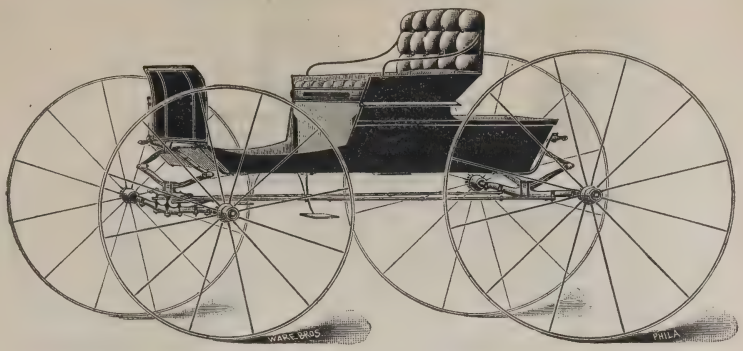
ENGLISH CANOPY, PRICE $10.00.

We can furnish the English canopy with any of our road wagons, for $10.00 extra.

The standard of this canopy is behind the seat, out of the way; it is firmly fastened to the bottom of the body and at the back of the seat, so it cannot turn in the sockets nor rattle. The standard is jointed where it is fastened to the back of seat so the upper part can be taken off by turning one thumb screw, the canopy can then be folded same as an umbrella and removed entirely or laid under the seat.

Canopy has steel bows, is made of water-proof cloth, has fringe around the edge as the cut shows, and is very light and stylish.



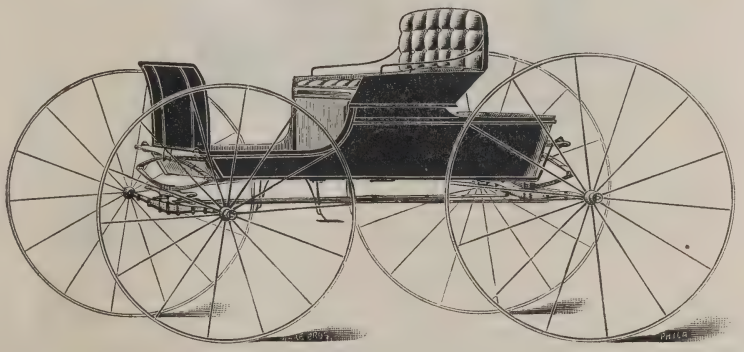


No. 754—END-SPRING ROAD WAGON.

No. 754 has 1⅛-inch swedged double-collar steel axles; ⅞-inch Sarven patent wheels, round edge steel tire; cloth cushion and back; carpet full length of body; body is painted black, gear dark green.

Price, with shafts **$27.00**
Cash with order... **26.19**

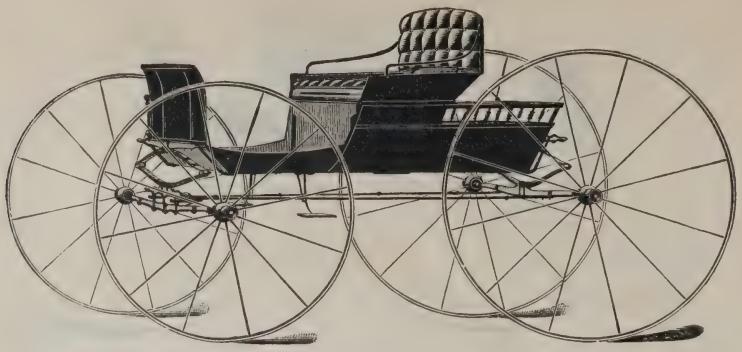
No. 154 is same as No. 754 only body is hung on side springs, same as springs on No. 139, page 50.
Price, with shafts..... **26.00**
Cash with order..... **25.22**



No. 755—END-SPRING ROAD WAGON.

No. 755 has 1⅛-inch swedged double-collar steel axles; ⅞-inch Sarven patent wheels, round edge steel tire; cloth cushion and back; carpet full length of body; body is painted black, gear dark green.

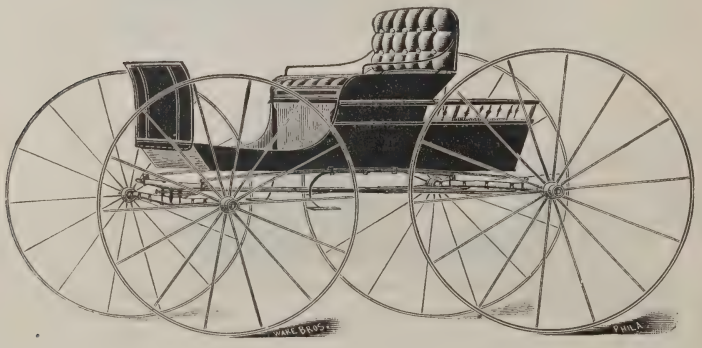
Price, with shafts..... **$27.00**
Cash with order... **26.19**



No. 739—END-SPRING ROAD WAGON.

No. 739 has 1⅝-inch swedged double-collar, steel axles; ⅞-inch Sarven patent wheels, round edge steel tire; cloth cushion and back; carpet full length of body; body is painted black, gear dark green.

Price, with shafts	$27.00
Cash with order	26.19
Extra for pole in place of shafts	2.00
Extra for both pole and shafts	4.00



No. 139—SIDE-SPRING ROAD WAGON.

No. 139 is very easy riding. The body is well shaped. It is high enough back of the seat to conceal packages and high enough in front of seat to keep the robe in and afford some warmth to the feet.

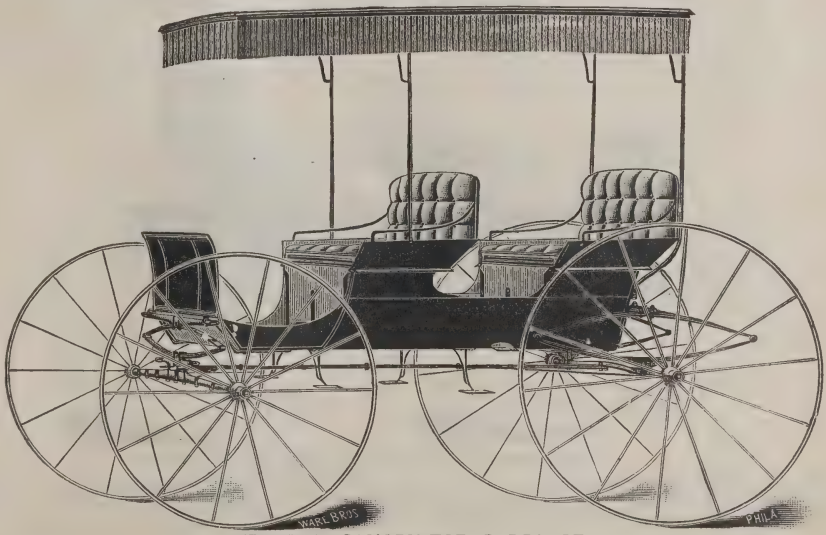
No. 139 has 1⅝-inch swedged double-collar steel axles; ⅞-inch steel tire; Sarven patent wheels with 16 spokes each; leather dash; cloth cushion and wide back; the springs are long and easy riding—no short and jerky motion; the body is painted black, gear dark green; body hangs low, making it easy of access; carpet full length of body.

Price, with shafts, cloth cushion and back	$26.00
Cash with order	25.22
Extra for pole in place of shafts	2.00
Extra for both pole and shafts	4.00

No. 790—EXTENSION-TOP CARRIAGE.

No. 790 is a very serviceable and sensible top carriage. It has two high back seats, trimmed with cloth; has heavy rubber top, complete with all the curtains and storm apron. There is room under the seats for baskets and boxes. It has 1½-inch double-collar steel axles; 1-inch round edge steel tire; Sarven patent wheels with 16 spokes; body painted black, gear dark Brewster green with fine stripe; carpet full length of body.

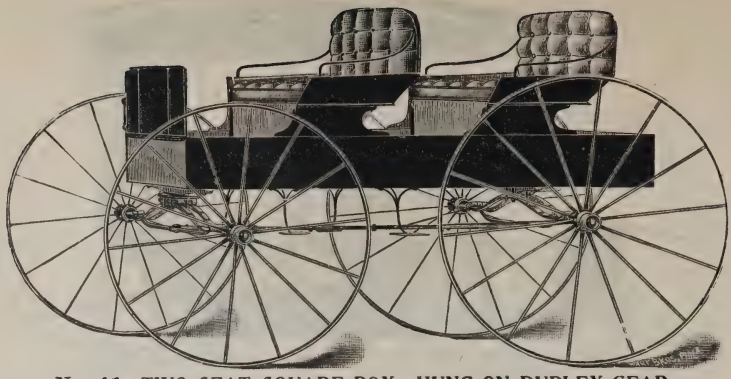
Price, full rubber top, with either pole or shafts....$57.00 Cash with order $55.29
Extra for leather cushions and backs..... 2.00 Extra for both pole and shafts..... 4.00



No. 791—CANOPY-TOP CARRIAGE.

No. 791 is the same as No. 790, with canopy top in place of extension top. The rear top standards are attached to the body so the back seat can be taken out without disturbing the top. The top can also be taken off, making an open one or two-seat carriage. Top is lined with cloth on underside and has fringe, as cut shows. Has heavy rubber top, side and back curtains, and storm apron.

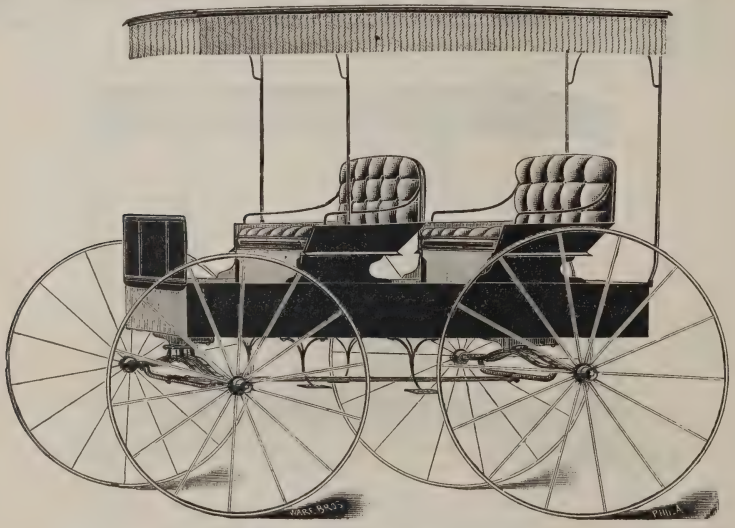
Price, with either pole or shafts..... $52.00 Cash with order $50.44
Extra for leather cushions and backs..... 2.00 Extra for both pole and shafts 4.00



No. 41—TWO-SEAT SQUARE BOX, HUNG ON DUPLEX GEAR.

No. 41, we think, has the best gear made. There are many buggies made to sell cheap that look something like our No. 41, but are really very inferior. As cut shows, there are two springs, one on each side of and running parallel with the axle; body is 6 feet 6 inches long, 31 inches wide and 8 inches deep, with drop end gate; both seats are movable; upper edge is protected with iron; it hangs low, and is very easy riding; it is very nice for one horse; axles are 1⅛ inch; tire 1-inch steel; bolted between each spoke; has Sarven patent wheels with 16 spokes; bearing on axle being near hubs, will carry from 800 to 1,000 pounds; has imitation leather cushions and backs. In short, it is handsome, strong and well made, nicely painted and finished. You will be delighted with it. We ship with the privilege to examine.

Price, with either pole or shafts	$40.00	Cash with order	$38.80
Extra for both pole and shafts	4.00	Extra for leather cushions and backs	3.00
Extra for 1½-inch wheels			1.00
Add to the above prices, for extension top, curtains and storm apron same as No. 141, page 60.			18.00

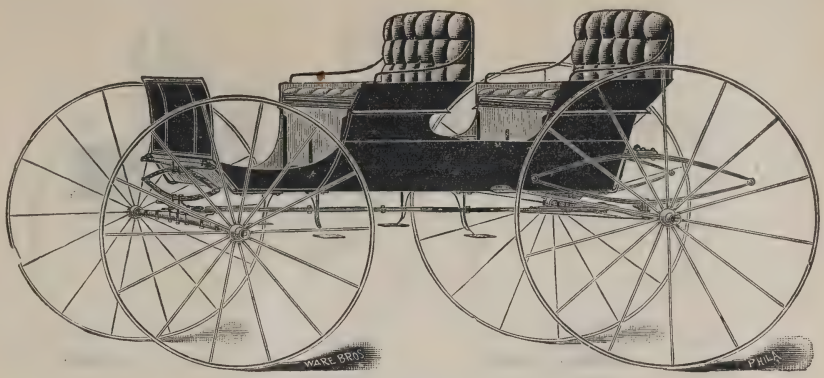


No. 241—CANOPY-TOP WAGON.

No. 241 is the same as No. 41 with canopy top added. The top is lined on the underside with green cloth and has fringe all around. The side and back curtains button on at top and roll down all around, excluding the rain from the box. The rear seat can be taken out or moved anywhere along the body without disturbing the top. Top can be taken off and set aside if not needed.

Price, with side and back curtains, storm apron, either pole or shafts	$52.00	Cash with order	$50.14
Extra for both pole and shafts	4.00	Extra for leather cushions and backs	3.00

WE MAKE no charge for boxing, delivering on cars here, and guaranteeing goods to reach you in good shape.
HAVE but one price and do not vary.
SHIP anywhere for examination and pay all charges if goods are not satisfactory.



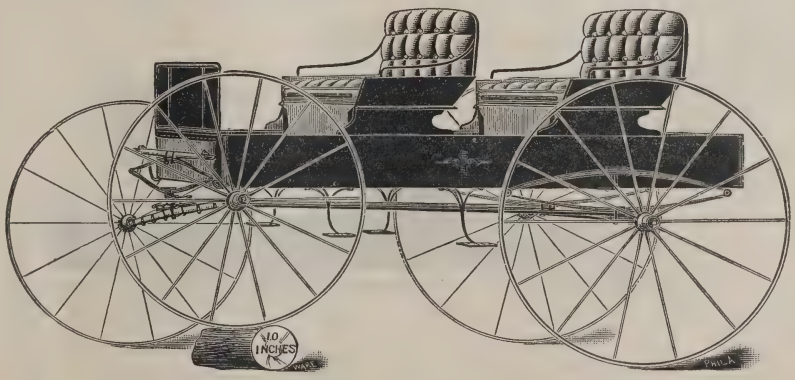
No. 32—TWO-SEATED, THREE-SPRING CARRIAGE.

No. 32, as cut shows, is a very comfortable and convenient style carriage. Both seats are movable; the upper edge of body is protected with iron, so that it can be used for a great many purposes, with one or two seats. When the back seat is taken off it looks nice, and is a splendid one-seated buggy, and there is room for carrying bags and baskets. The seats are right, being as wide as the seats on our surreys. Axles are 1⅛-inch steel; tire is 1-inch steel; has Sarven patent wheels. We know No. 32 will please you, for it is good style and an honest, well made carriage. We ship it with the understanding that you need not take it if you do not like it.

What our warranty means is, we replace, within one year from date of sale, anything that proves defective in workmanship or material.

Please read rules for the care and preservation of carriages on inside cover, first page.

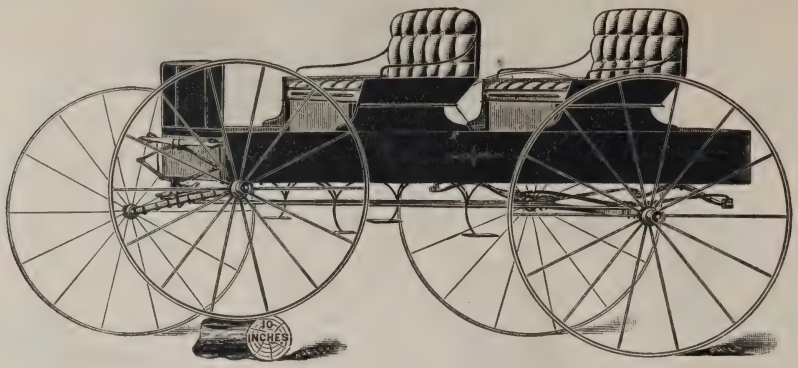
Price, trimmed with cloth, with either pole or shafts	$42.00
Cash with order	40.74
Extra for both pole and shafts	4.00
Extra for leather cushions and backs	2.00



No. 731—THREE-SPRING, TWO-SEATED WAGON.

No. 731 has oscillating gear, as shown in cut. The king bolt is in rear of axle with the oscillating arrangement. You can drive over an obstruction ten inches high and not tip the body. Body has round corners, is 7 feet long and 33 inches wide, drop end gate; 1⅛-inch steel axles; 1⅛-inch Sarven patent wheels; both seats are movable, and upper edge of body is protected with iron; imitation leather cushions and backs; body painted black, gear dark green, striped.

Price, with pole or shafts	$42.00	Cash with order	$40.74
Extra for both pole and shafts	4.00	Extra for leather cushions and backs	3.00

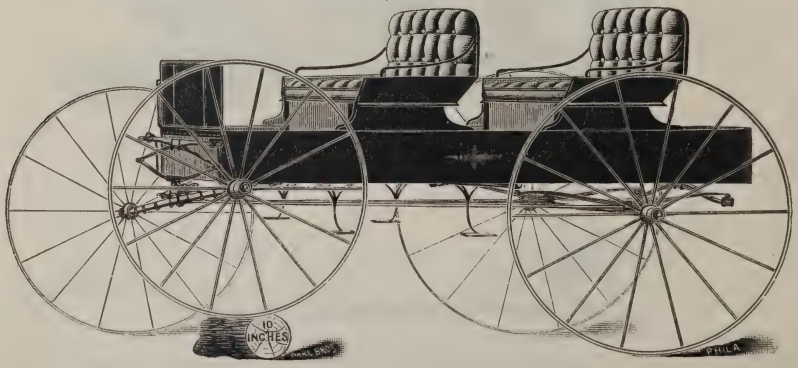


No. 732—COMBINATION SPRING WAGON.

No. 732 is a very popular combination spring wagon. It has oscillating gear, as the cut shows, and the king bolt is in rear of axle; has four springs over the rear axle, elliptic spring in front. It will carry 1,000 pounds. We know our price is much less than is usually charged for this kind of wagon; but remember our prices are wholesale prices, although we sell a single vehicle at the same rate. You may return the wagon if you are not delighted with it. Body, 7 feet long and 33 inches wide; 1⅛-inch steel axle; 1½-inch Sarven patent wheels; both seats are movable, and upper edge of body is protected with iron; drop end gate; imitation leather cushions and backs; body painted black, gear dark green, striped.

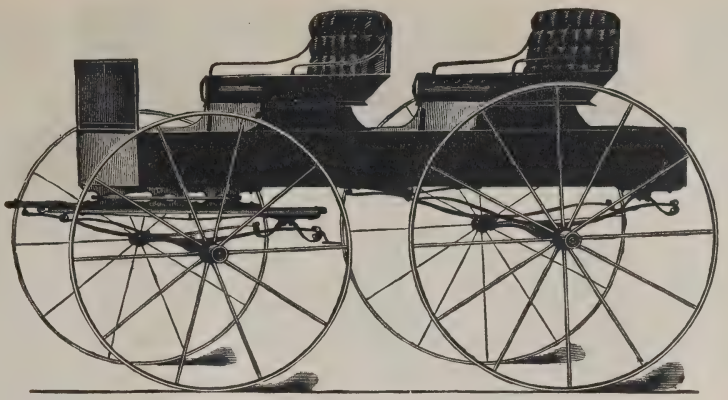
If you are afraid our work is not as represented, or is not cheaper than you can buy anywhere else, **remember this**, we always ship subject to your approval, and will refund your money if you are not pleased.

Price, with pole or shafts	$42.00
Cash with order	40.74
Extra for both pole and shafts	4.00
Extra for leather cushions and backs	3.00
Add for extension top, No. 141, page 60	18.00
Add for standing top, No. 114, page 60	12.00



No. 742—COMBINATION SPRING WAGON.

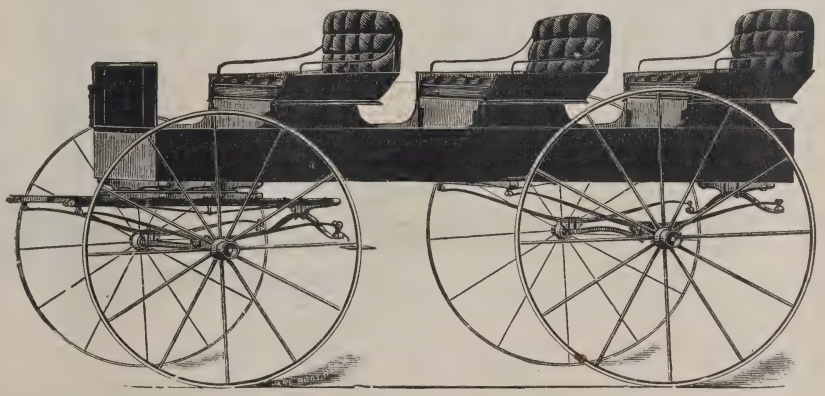
No. 742 is the same as No. 732, except the difference in rear springs. There are but three springs over rear axle of No. 742; in the No. 732 there are four springs. Price is the same as No. 732.



No. 112—PLATFORM SPRING WAGON.

No. 112 shows the style of platform wagon used most. Body is 7 feet long, 33 inches wide, 8 inches deep, with drop end board; is protected with iron on upper edge. Both seats are movable; has 1⅛-inch, coach shaped patent double collar steel axles; 1⅛-inch round edge steel tire; has Sarven patent wheels. It has truss brace under the front gear (notice cut), so that it cannot settle and bind in the fifth wheel, as many do; will carry 1,000 pounds with perfect safety. We have cut the price of this wagon so low that other manufacturers say we are foolish for selling it at so small a profit. As many of this style wagon are sold on time at a large profit, and as we do not sell on time, we have decided to make the price so low that our friends will borrow the money and buy of us for cash. We know we make a good wagon, and are willing to send it anywhere with the privilege of examining before paying. We pay expenses both ways if returned.

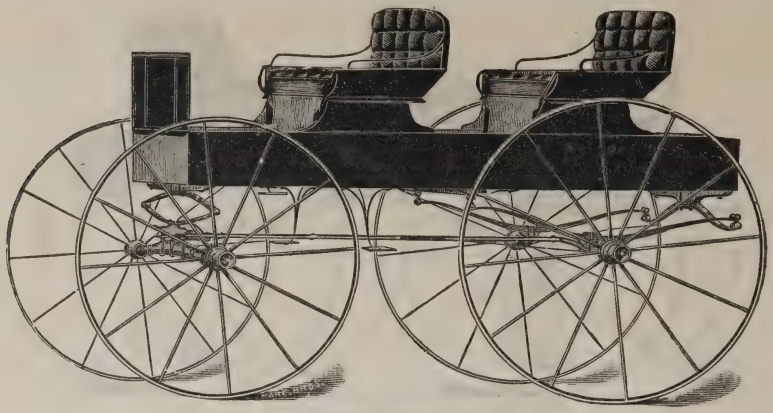
Price, with leather dash, imitation leather cushions and backs, with either pole or shafts	$45.00
Cash with order	43.65
Extra for leather trimmed cushions and backs	3.00
Extra for both pole and shafts	4.00
Extra for good brake	5.00
Extra for 1¼-inch axles, 1¼-inch tire, and heavier springs, capacity 1,500 lbs	10.00
Standing top, with apron (same as cut No. 114, page 60), extra	12.00
Extension top, with apron (same as cut No. 141, page 60), extra	18.00



No. 1012.

No. 1012 is the same as No. 112, with three seats and longer body (body is 8 feet 1 inch long); has 1¼-inch axles; 1¼-inch tire, and heavier springs; capacity, 1,500 lbs. We have made No. 1012 for many years; we do not think one has failed to give the highest satisfaction; they are built to endure bad roads. We can and do cheerfully recommend them.

Price, leather dash, three imitation leather cushions and backs, with pole.....$60.00 Cash with order.....$58.20
Extra for leather cushions and backs. .....$4.50 Extra for brake..... 5.00



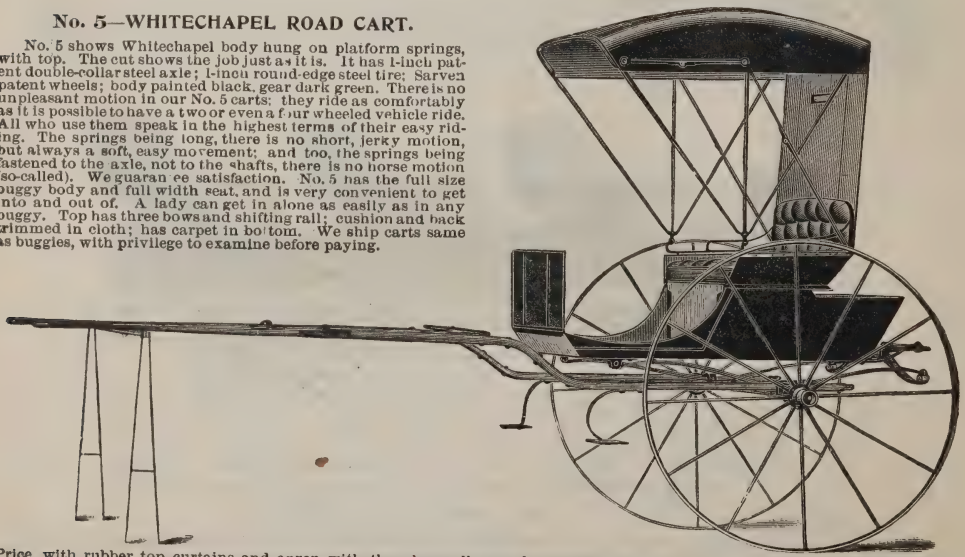
No. 44—COMBINATION WAGON.

No. 44 is a style of wagon many like. The cut shows how body is hung. It has elliptic spring in front and platform springs back; has 1⅛-inch double-collar steel axles; 1½-inch round edge steel tire; body is 7 feet long, 33 inches wide, 8 inches deep; has drop end board; is protected with iron on upper edge; seats are both movable; will carry 1,000 lbs.; trimmed with imitation leather. It is as good a wagon as sells for $65.00 to $85.00. If you do not think so you need not take it.

Price, with either pole or shafts	$45.00	Cash with order	$43.65
Extra for both pole and shafts	4.00	Extra for leather cushions and backs	3.00
Extra for brake	5.00	Extra for 1¼-inch axles, 1½-inch tire, and heavier springs, capacity 1,500 lbs.	10.00
Add for extension top, No. 141, page 60	18.00		12.00
Add for standing top, No. 114, page 60			

No. 5—WHITECHAPEL ROAD CART.

No. 5 shows Whitechapel body hung on platform springs, with top. The cut shows the job just as it is. It has 1-inch patent double-collar steel axle; 1-inch round-edge steel tire; Sarven patent wheels; body painted black, gear dark green. There is no unpleasant motion in our No. 5 carts; they ride as comfortably as it is possible to have a two or even a four wheeled vehicle ride. All who use them speak in the highest terms of their easy riding. The springs being long, there is no short, jerky motion, but always a soft, easy movement; and too, the springs being fastened to the axle, not to the shafts, there is no horse motion (so-called). We guarantee satisfaction. No. 5 has the full size buggy body and full width seat, and is very convenient to get into and out of. A lady can get in alone as easily as in any buggy. Top has three bows and shifting rail; cushion and back trimmed in cloth; has carpet in bottom. We ship carts same as buggies, with privilege to examine before paying.



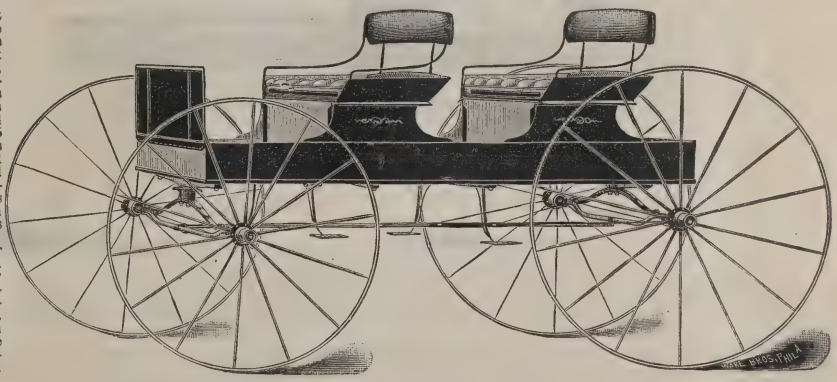
Price, with rubber top, curtains and apron, with three-bow, all wrought shifting rail, good cloth cushion and full drop back	$35.00	Cash with order	$33.95
Price, without top, with cushion and lazy back	25.00	Cash with order	24.25
Extra for leather cushion and back			1.50

No. 650—MILK WAGON.

The above cut shows a style of wagon that every man who runs a dairy should have. We carry them in stock, ready to ship on receipt of order. The cut shows the side and back end exactly as we make it. The body is 7 feet 3 inches long, and 33 inches wide. The doors in the sides slide on rollers and work perfectly. They are arranged at the top so that it is impossible for the rain to blow in, and have glass in upper half. The front is boarded up about half way, with a glass in the frame that swings up and fastens on the inside of top, and there are places for lines when the window is down. The back end is made same as the front, with window to swing up; but the lower part, instead of being solid, has a door 21 inches wide and 27½ inches high. The front is arranged for cans, with three drawers underneath. There is a seat with cushion and lazy back. The sides are covered with heavy duck, sized and painted, and the roof is covered with heavy rubber duck. The body is hung on three springs; axles are 1¼-inch steel; tire is 1⅛-inch round-edge steel; wheels, Sarven patent. The whole job is nicely painted and striped, gear, light sulphur yellow; top, dark sulphur yellow; body, chocolate brown. We will be glad to receive an order for No. 650, and if you do not think it an A No. 1 milk wagon, you need not take it.

Price, with pole or shafts.....**$75.00** Cash with order.....**$72.75** Extra for lettering.....**$2.00**

No. 750 is just right for one horse. Both seats are movable. It is easy to get into, and well proportioned. Body is 6 feet 4 inches long and 2 feet 4 inches wide, 5 inches deep; has 1-inch cranked double collar steel axles; ⅞-inch Sarven patent wheels (send 1-inch when ordered); springs hung on links; imitation leather cushions and backs; leather dash; body painted black, gear carmine, and striped. You may return it at our expense if you can do better anywhere else.



No. 750—TWO-SEAT BUSINESS WAGON.

Price, with shafts .....**$28.00** Cash with order.....**$27.16**
Extra for pole in place of shafts.....**2.00** Extra for both pole and shafts.....**4.00**

No. 46—PANEL BOX DELIVERY WAGON.

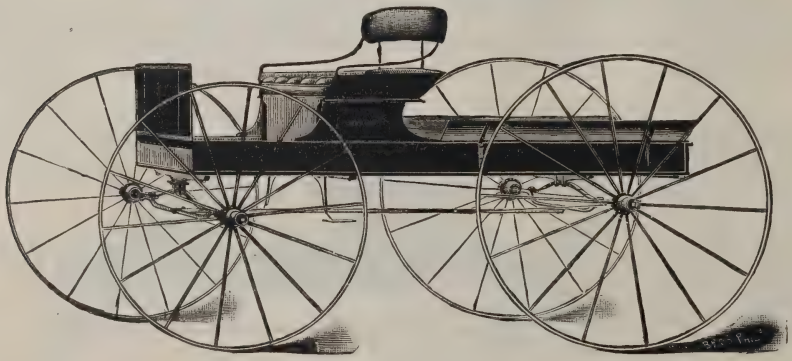
No. 46 is a good style delivery wagon. It has elliptic spring in front and platform springs back, with reach, making it strong and easy riding. Body is 7 feet 5 inches long, 37 inches wide, 9¼ inches deep; has drop end board; upper edge of body ironed all around; the side boards are movable; has 1⅝-inch patent double-collar steel axles; 1⅝ inch round-edge steel tire; Sarven patent wheels; body and gear are painted bright colors; will carry 1,000 pounds. We are glad to ship No. 46 subject to approval, and will pay all expenses if returned.

Price, with leather cushion, with either pole or shafts	$50.00
Cash with order	48 50
Extra for both pole and shafts	4.00
Extra for 1¼-inch axles and 1¼-inch tire, heavier springs and gear, capacity 1,500 pounds	10.00
Extra for lettering name of firm or business on each side of body and number on end gate	2.00

No. 46½—CUT-UNDER DELIVERY WAGON.

No. 46½ is the same as No. 46, except that it has low front wheels, the front axle is arched more, and body is hung a little higher, so that wheels turn under and strike the reach.

Price, with leather cushion, with either pole or shafts ..... $53.00 Cash with order $51.41

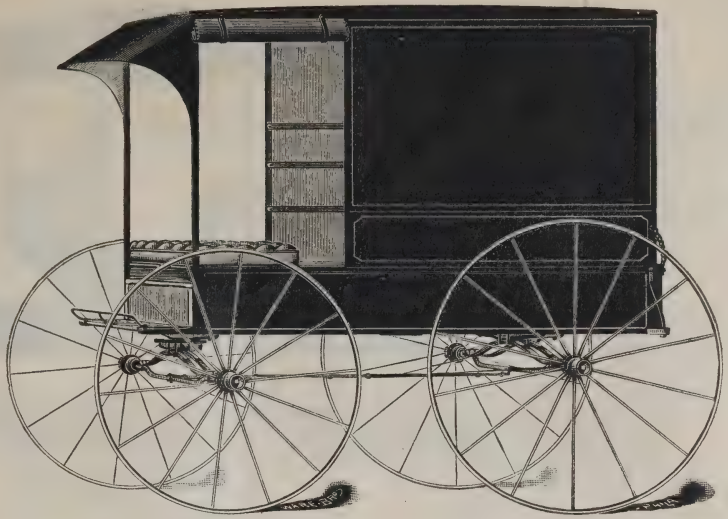


No. 751—LIGHT DELIVERY WAGON.

No. 751 is the same as No. 750, page 57, with the back seat removed and side boards added. It weighs 300 lbs. Will carry 800 lbs. Just the thing for light delivering. Body and gear same size as No. 750. Has imitation leather cushion and back.

* We do not show any of our buggies or wagons with brakes, but, when ordered, we put on good, substantial brake to work with the foot on inside of body (or with hand lever outside of body), for $5.00 extra.

Price, with shafts	$27.00
Cash with order	26.19
Extra for pole in place of shafts	2.00
Extra for both pole and shafts	4.00

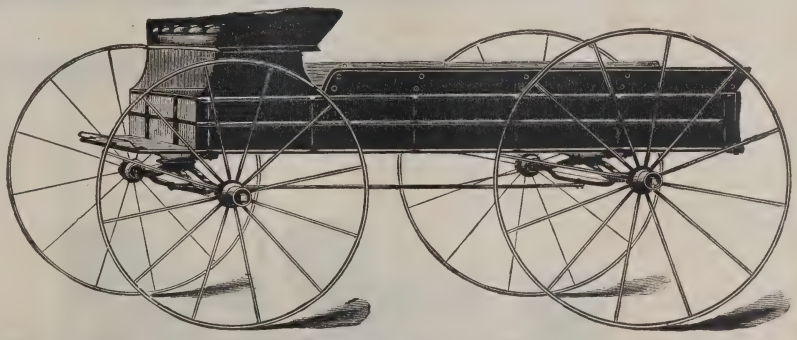


No. 246—DELIVERY WAGON, WITH TOP.

No. 246 is a very convenient and desirable wagon for all kinds of light delivery purposes. The top and upper body panel are removable, leaving the body straight from seat back. Our tops are light and add very little to the weight, at the same time are well framed and braced, making them firm and strong. We make our tops of heavy black rubber duck; rear curtain rolls down to end gate; side curtains at end of seat also roll down; foot board with toe rail; seat well forward, so all the space back of seat can be used; seat will slide back if driver wishes to be better protected from sun or rain; has 1⅛-inch double-collar steel axles; 1⅛-inch round-edge steel tire; Sarven patent wheels with 16 spokes; duplex gear with long easy riding springs; body is 36 inches wide, 10 inches deep, 6 feet 6 inches long; end gate full width and ten inches high; body painted dark green; gear, sulphur yellow, with handsome striping; capacity, 1,000 lbs.

Price, imitation leather cushion, with shafts..... **$55.00**
Cash with order..... **53.35**
Extra for lettering name of firm or business on each side of body or each side of top, and number on end gate.... **2.00**

No. 346 is the same every way as No. 246 above, only it is made without foot board and with leather dash. This style is very appropriate for laundry or parcel deliveries. It is light running, yet strong and durable. Price same as No. 246.



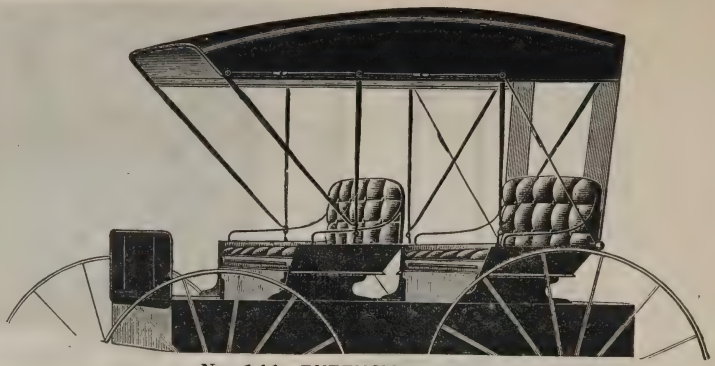
No. 146—PANEL-BOX DELIVERY WAGON ON DUPLEX GEAR.

No. 146 we think has the best duplex gear made. There are many wagons made to sell cheap that look something like our No. 146, but are really very inferior. As cut shows, there are two springs on each side of and running parallel with the axle; body is 7 feet 5 inches long, 37 inches wide, and 9½ inches deep, outside measure; has drop end gate; is ironed on top edge, and has strips of iron in bottom; the seat is movable; the body hangs very low, so that it is very convenient to get baskets into and out of; it is a very nice light delivery wagon; axles are 1⅛-inch steel; tire, 1¼-inch steel; has Sarven patent wheels; bearing on axles being near hubs, it will carry 1,000 lbs.; has imitation leather cushion. We ship with privilege to examine.

Price, with shafts..... **$40.00** Cash with order..... **$38.80**
Extra for lettering on sides and end..... **2.00**

No. 141 extension top is made of heavy rubber duck; has cloth lining under roof; side and back curtains and apron. Will fit any of our spring wagons.

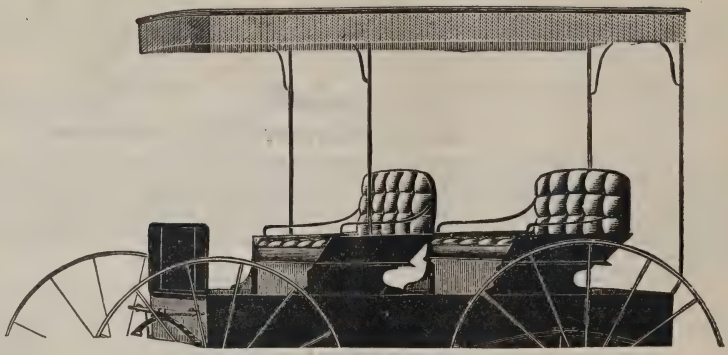
Price, with curtains and apron.....**$18.00**



No. 141—EXTENSION TOP.

No. 142 canopy top has cloth lining and fringe; side and back curtains and storm apron. Fits any of our spring wagons.

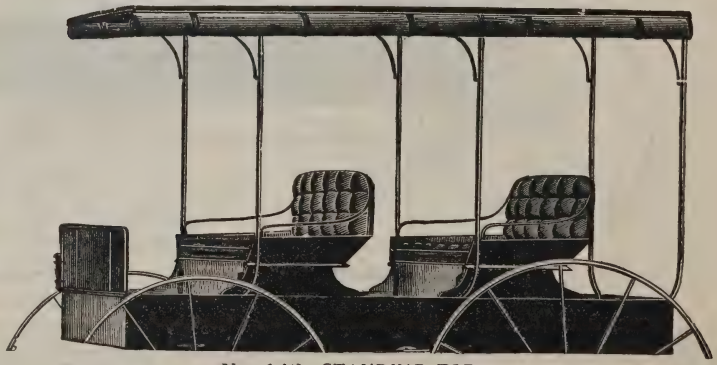
Price, with curtains and apron.....**$12.00**



No. 142—CANOPY TOP.

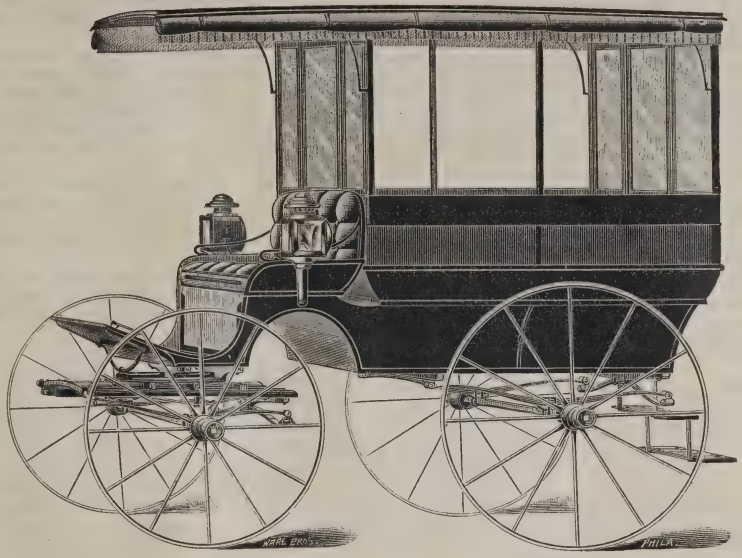
No. 143 standing top has iron standards; is easily removed; has side and back curtains attached to top; rubber storm apron; seats can be removed without disturbing top. Fits Nos. 112, 44, 731, 732, 742, 46 and 146.

Price, with curtains and apron **$12.00**



No. 143—STANDING TOP.

If any of our open spring wagons are ordered with above described tops, add price of top to price of wagon. If tops are ordered for your own wagon, give length and width of box outside, and length of seats across the top, and send money with the order. We cannot ship tops alone C. O. D.



No. 575—PLATFORM WAGONETTE, WITH GLASS SIDES AND ENDS.

The above cut shows our new platform wagonette. This style is used by liverymen and hotels for the transfer of passengers, in preference to omnibuses or any other kind of wagon. It is light, easy riding, noiseless, easy to get into, and can be turned around in short space. Seats eight passengers comfortably inside, two outside. Has 1¾-inch axles and wheels. Glass of sides is set in frames; the frames can be taken out in hot weather and the curtains used; the center glass in front drops down so passengers can speak to driver. Large space in front of driver's seat for carrying trunks, valises, etc., made very strong and substantial. Roof is lined with dark green all-wool cloth, with fringe to match. Seats are trimmed with leather, upholstered high, and are very comfortable and inviting. Has good carpet in bottom of body and under seats; large oil-burning lamps; stiff pole.

Same every way as others sell from $300 to $350 on four months' time. We make our price low, so anyone who may not have the money can afford to borrow it at the bank and buy of us. Remember, we will save you at least $100.

We letter your name, or the name of your livery, or hotel, on the inside and outside of the door, free.

Three per cent. discount on No. 575 for cash in advance amounts to $5.70, and many send money with the order to save this amount; those who do not will please send at least enough to cover freight both ways.

Price, with stiff pole, oil-burning lamps, glass sides, including curtains	**$190.00**
Cash with order	**184.30**
Extra for brake	**10.00**

HOW TO TELL WHAT THE FREIGHT WILL BE.

In these days of quick and perfect mail, express and freight service, you are just as safe in sending to us for a carriage or harness as you are in buying at the retail store.

We deliver everything on board cars at our factory, carefully crated or boxed, and guarantee it to reach you.

No doubt the freight is much less than you would suppose. Below we give the freight on a single top buggy to many important junction points in each State and Territory. If your shipping point is not given, you can easily approximate the small additional charge to your station.

The freight on road wagons to points east of the Mississippi river, and north of the Ohio river, is about one-half that of a top buggy. To points west of the Mississippi and south of the Ohio it is about three-fourths. Phaetons like No. 18 and No. 122, Surreys like No. 722, and Spring Wagons like No. 41, cost about one-quarter more than top buggy. Spring Wagons like No. 112, and heavy Surreys, cost about one-half more.

Suppose you wanted to know how much it will cost to ship a road wagon to Springfield, Ill. You will see the freight to that point on a single top buggy is $2.55. From the explanation you will see the freight on a road wagon is one-half as much as on a top buggy, or $1.28.

Suppose you wished to know the amount of freight on a phaeton or a light surrey like No. 722, or a light spring wagon like Nos. 41 and 750 to the same point. From the explanation you will see the freight on any of these vehicles will be one-fourth more than it is on a top buggy, or $3.20. You will also see the freight on Spring Wagons like Nos. 112, 33, 732, 742, or Surreys like Nos. 53 and 58, is one-half more than it is on a top buggy, or $3.83.

Buffalo, N. Y., being about the same distance east of us as Springfield is west, the freight will be the same; and Louisville, Ky., being about the same distance south as Springfield is west, the freight will be the same.

We are just as anxious as our customers are to get low freight rates, and will always ship goods so they will go the quickest, safest and most direct route.

ALABAMA.

Birmingham	$ 7 65
Decatur	7 00
Gadsden	7 65
Montgomery	8 67
Mobile	8 35
Opelika	9 43
Salem	8 84
Tuscaloosa	9 43
Tuscumbia	7 39

ARIZONA.

Flagstaff	26 13
Kingman	26 13
Phoenix	25 37
Prescott	25 37
Tucson	26 01
Winslow	27 54
Yuma	26 13

ARKANSAS.

Arkansas City	10 20
Camden	10 45
Clarksville	9 56
Fort Smith	9 56
Forest City	8 55
Helena	8 85
Hot Springs	12 24
Little Rock	9 50
Malvern	10 20
Pine Bluff	8 50
Paragould	8 55
Texarkana	10 20

CALIFORNIA.

Los Angeles	16 58
Mary-ville	16 58
Red Bluff	26 13
San Francisco	16 58
San Diego	16 58
Sacramento	16 58

COLORADO.

Denver	18 60
Fort Collins	15 93
Greeley	18 60
Gunnison	23 37
Montrose	24 43
Pueblo	15 93
Trinidad	15 93

CONNECTICUT.

Bridgeport	$5 03
Danbury	5 03
Hartford	5 03
New London	5 03
New Haven	5 03
Waterbury	5 03

DIST. OF COLUMBIA

Washington	4 59

DELAWARE.

Dover	4 80
Georgetown	5 31
Selbyville	5 31
Wilmington	4 68

FLORIDA.

Bartow	15 55
Cedar Keys	13 64
Gainesville	11 94
Jacksonville	8 50
Live Oak	12 24
Ocala	12 62
Orlando	13 60
Pensacola	8 16
St. Augustine	10 45
Titusville	12 62
Tampa	14 53
Tallahassee	13 21

GEORGIA.

Augusta	9 26
Athens	9 43
Atlanta	9 26
Albany	10 71
Brunswick	8 16
Columbus	9 43
Griffin	8 75
Macon	8 16
Rome	9 26
Savannah	8 16

IDAHO.

Boise	21 67
Beaver Canon	20 18
Challis	21 67
Mt. Idaho	$17 98
Paris	18 19
Rathdrum	17 98

INDIAN TERRITORY.

Atoka	10 80
Caddo	10 20
Cherokee Junct	9 56
Oklahoma	10 84
So McAllister	9 88
Vinita	9 56
Woodward	10 80

INDIANA.

Crawfordsville	1 85
Columbus	2 10
Evansville	2 55
Fort Wayne	1 10
Indianapolis	1 65
Jeffersonville	2 48
Kokomo	1 65
La Fayette	1 65
Logansport	1 52
La Porte	67
Muncie	2 00
Marion	1 40
New Castle	2 00
New Albany	2 48
Union City	2 10
Vincennes	2 36
Valparaiso	1 27
Rushville	2 12
Terre Haute	2 12

ILLINOIS.

Belvidere	3 51
Bloomington	4 08
Chicago	1 27
Cairo	2 55
Cambridge	4 27
Decatur	4 27
Danville	3 31
Effingham	2 55
Edwardsville	4 27
East St. Louis	2 55
Freeport	3 31
Galesburg	3 01
Galena	4 27
Joliet	2 68
Monticello	4 14
Macomb	$4 27
Ottawa	3 51
Peoria	4 14
Pekin	4 14
Paris	4 27
Quincy	3 01
Rock Island	3 31
Robinson	4 27
Springfield	2 55
Vandalia	2 55

IOWA.

Atlantic	6 05
Audubon	6 37
Burlington	4 46
Boone	5 68
Council Bluffs	5 57
Cedar Rapids	4 80
Cherokee	4 46
Clarion	5 73
Clarinda	6 37
Davenport	4 27
Denison	6 37
Des Moines	6 05
Dubuque	3 82
Emmetsburg	4 46
Forest City	5 93
Fort Dodge	5 73
Keokuk	3 31
Mt. Ayr	6 37
Marshalltown	5 10
Ottumwa	4 97
Odebolt	6 07
Osage	5 10
Osceola	5 73
Red Oak	6 05
Rock Rapids	6 37
Sigourney	5 10
Spirit Lake	6 37
Sioux City	6 07
Waterloo	5 10

KANSAS.

Atchison	5 56
Beloit	9 14
Caldwell	10 96
Colby	11 47
Dodge City	11 92
Emporia	9 14
El Dorado	9 82
Fort Scott	7 39
Hays City	$10 45
Independence	8 99
Junct. City	8 63
Kingman	10 39
Leavenworth	5 56
Leoti	12 02
Larned	10 94
Marion	9 69
Medicine Lodge	10 83
Meade	12 02
McPherson	9 94
Norton	10 96
Newton	9 94
Parsons	8 24
Seneca	7 14
Salina	9 94
Syracuse	12 37
Sharon Springs	12 07
St. Francis	12 02
Topeka	7 42
Washington	8 60
Wichita	9 93
Wa Keeney	10 83
Winfield	10 09
Yates Center	8 99

KENTUCKY.

Bowling Green	6 12
Danville	5 03
Fulton	5 28
Hopkinsville	6 18
Henderson	3 01
Louisville	2 63
Lexington	4 48
Lebanon	5 48
Owensburg	3 01
Paris	4 40
Paducah	3 01
Russellville	6 12
Winchester	4 54

LOUISIANA.

Alexandria	10 20
Baton Rouge	7 01
Convent	8 28
Lake Charles	11 85
Monroe	10 20
New Orleans	7 01
New Iberia	10 83
Shreveport	10 83

MAINE.

Augusta	$ 7 12
Bangor	6 37
Belfast	6 37
Brunswick	5 03
Mattawamkeag	7 65
Newport	7 65
North Berwick	5 03
Portland	5 03
Waterville	6 37

MARYLAND.

Annapolis	6 37
Baltimore	4 40
Cumberland	4 40
Cambridge	5 10
Havre-de-Grace	4 49
Hagerstown	4 59

MASSACHUSETTS.

Amherst	5 03
Boston	5 03
Dedham	5 03
Greenfield	5 03
Newburyport	5 03
Pittsfield	5 03
Taunton	5 03

MICHIGAN.

Bessemer	5 42
Bay City	1 92
Benton Harbor	1 28
Cadillac	2 68
Detroit	1 68
Escanaba	5 10
Grand Rapids	1 36
Jackson	1 24
Kalamazoo	83
Lansing	1 40
Manistee	1 87
Muskegon	1 92
Port Huron	1 68
Petoskey	3 19
Sault St. Marie	6 11

MINNESOTA.

Austin	5 10
Albert Lea	5 10
Brainard	8 23
Crookston	10 58
Duluth	5 42
Faribault	5 12
Glenwood	8 42
Mankato	5 42
Moorhead	10 20
Minneapolis	5 10
Owatonna	5 10
Ortonville	8 29
Pipe Stone	6 76
St. Paul	5 10
Winona	4 47
Willmar	7 90
Wodena	8 60

MISSISSIPPI.

Corinth	8 54
Grenada	10 14
Greenville	7 02
Greenwood	9 10
Holly Springs	9 57
Harrison	10 84
Jackson	9 82
Meridan	8 35
Natchez	8 14
Starkville	9 83
Vicksburg	7 02
West Point	9 88
Yazoo City	8 80

MISSOURI.

Carthage	8 10
Chillicothe	6 48
Hannibal	4 47
Jefferson City	7 33
Kansas City	6 48
Lexington	$ 6 48
Macon	5 55
Mexico	5 23
Nevada	7 46
Princeton	6 48
Ralla	7 84
Springfield	7 84
St. Louis	2 89
St. Joseph	6 48
Sedalia	6 15

MONTANA.

Bozeman	21 04
Billings	19 46
Dillon	21 04
Deer Lodge City	20 12
Great Falls	20 10
Glendive	14 98
Glasgow	15 56
Gallatin	22 12
Helena	21 04
Kalispell	22 13
Missoula	21 67
Miles City	15 95
Pac Junction	17 98
Shelby Junction	20 04

NEBRASKA.

Beatrice	7 35
Columbus	8 61
Chadron	13 40
Culbertson	11 29
Fairbury	8 61
Falls City	8 88
Grant	11 67
Hastings	8 63
Humphreys	8 76
Hemingford	13 09
Indianolia	7 35
Kearney	10 20
Kimball	14 60
Lincoln	6 70
Mullen	11 47
Norfolk	9 25
North Platte	11 36
Omaha	6 38
O'Neill	10 49
Plum Creek	11 99
St. Paul	9 63
Superior	9 63
Valentine	11 73

NEVADA.

Carson City	26 80
Elko	26 14
Eureka	26 90
Hawthorne	32 30
Lewis Junct	26 80
Reno	24 86

NEW HAMPSHIRE.

Concord	5 03
Haverhill	5 03
Keene	5 03
Lancaster	5 03
Nashua	5 03
Newport	5 03
Ossepee	5 03
Portsmouth	5 03

NEW JERSEY.

Atlantic City	4 47
Bridgeton	4 59
Cape May	4 90
Freehold	4 59
Newark	4 59
Paterson	4 59
Somerville	4 59
Trenton	4 59
Whiting	4 59
Washington	4 59

NEW MEXICO.

Albuquerque	16 10
Clayton	16 10
Deming	16 10
Eddy	$14 34
Los Vegas	16 10
Roswell	14 34
Santa Fe	16 10
San Antonio	16 10

NEW YORK

Albany	4 40
Buffalo	2 60
Binghampton	4 20
Corning	3 95
Cortland	4 40
Catskill	4 59
Dunkirk	2 60
Elmira	3 95
Fonda	4 16
Goshen	4 59
Lockport	3 34
New York	4 59
Olean	2 60
Oswego	3 70
Ogdensburg	5 04
Poughkeepsie	4 59
Port Jarvis	4 59
Rochester	3 41
Syracuse	3 71
Schenectady	4 40
Utica	4 14
Watertown	4 59

NORTH CAROLINA.

Asheville	9 26
Charlotte	9 43
Durham	8 40
Fayetteville	8 85
Greensboro	8 40
Goldsboro	8 40
Halifax	8 50
Henderson	8 40
Newberne	7 40
Raleigh	8 40
Shelby	9 62
Salisbury	8 85
Wilkesboro	9 05
Wilmington	8 04
Weldon	8 29

NORTH DAKOTA.

Bismarck	12 75
Dickinson	14 13
Fargo	10 20
Grand Rapids	9 55
Grafton	11 47
Jamestown	11 05
Minot	12 35

OHIO.

Akron	2 37
Celina	1 89
Canton	2 53
Coshocton	2 53
Columbus	2 36
Cincinnati	2 49
Chillicothe	2 55
Cleveland	2 17
Defiance	1 68
Dayton	2 23
Findlay	2 10
Mansfield	2 23
Marion	2 23
Sandusky	1 92
Steubenville	2 62
Springfield	2 25
Toledo	1 60
Warren	2 53
Washington CH	2 38
Xenia	2 25
Youngstown	2 51
Zanesville	2 51

OREGON.

Baker City	24 86
Eugene	21 68
Portland	18 49
Pendleton	24 86
Salem	20 60
The Dalles	21 37

PENNSYLVANIA.

Allentown	$ 4 68
Bradford	2 62
Chambersburg	4 40
Clearfield	4 40
Erie	2 49
Emporium	3 45
Easton	4 60
Harrisburg	4 47
Huntingdon	4 40
Lockhaven	4 60
Meadville	2 62
Pottsville	4 47
Philadelphia	4 47
Pittsburg	2 68
Sunbury	4 60
Scranton	4 47
Towanda	4 47
Warren	2 62
Williamsport	4 47

RHODE ISLAND.

Bristol	5 04
Newport	5 04
Providence	5 04
Pawtucket	5 04
Woonsocket	5 04

SOUTH CAROLINA.

Anderson	10 46
Beaufort	8 54
Bennettsville	9 95
Chester	9 30
Columbia	9 38
Charleston	9 54
Denmark	9 95
Darlington	9 95
Florence	10 20
Glenville	9 86
Georgetown	8 35
Greenwood	9 98
Greenville	9 98
Newberry	9 98
Sumter	10 05
Spartanburg	10 05

SOUTH DAKOTA.

Aberdeen	10 20
Chamberlain	9 22
Flandreau	7 23
Huron	9 18
Mitchell	8 05
Pierre	9 56
Rapid City	14 20
Sioux Falls	6 76
Watertown	8 58
Yankton	7 06

TENNESSEE.

Clarksville	5 23
Chattanooga	7 44
Gallitin	7 44
Harriman Junct	6 45
Jackson	8 29
Johnson City	11 56
Knoxville	7 44
Memphis	5 85
Morristown	9 50
Nashville	5 03
Paris	6 45
Union City	7 19

TEXAS.

Austin	10 84
Dallas	10 84
Eagle Pass	11 59
El Paso	11 59
Ft. Worth	10 84
Galnesville	10 84
Houston	10 84
Magenta	12 63
Marshall	10 84
Memphis	10 84
Orange	10 84
Panhandle	10 84
Paris	10 84
San Diego	10 84
San Antonio	$10 84
Tyler	10 84
Waco	10 84
Wichita Falls	10 84

UTAH.

Coalville	22 32
Manti	23 58
Ogden	22 32
Provo City	22 32
Richfield	22 32
Salt Lake City	22 32

VERMONT.

Bennington	5 04
Brattleboro	5 04
Guildhall	5 04
Middlebury	5 04
Montpelier	5 04
White River Jct	5 04

VIRGINIA.

Alexandria	4 40
Harrisonburg	4 40
Lexington	4 40
Lynchburg	4 80
Martinsville	4 60
Norfolk	4 72
Newport News	4 40
Petersburg	4 60
Richmond	4 40
Riverton	5 55
Suffolk	4 40
Staunton	4 60
Manassas	6 51

WASHINGTON.

Colfax	24 23
Koloma	18 50
New Whatcom	18 50
North Yakima	24 23
Olympia	18 50
Spokane	24 23
Seattle	18 50
Tacoma	18 50
Walla Walla	24 23

WEST VIRGINIA.

Charleston	4 40
Caldwell	4 40
Clarksburg	4 40
Grafton	4 40
Hinton	4 40
Huntington	3 32
Martinsburg	4 40
Parkersburg	2 68
Weston	5 30

WISCONSIN.

Ashland	5 10
Darlington	4 02
Eau Claire	5 10
Fond du Lac	3 83
Grantsburg	5 42
Green Bay	4 02
Hudson	5 10
Janesville	1 64
La Crosse	4 47
Milwaukee	2 87
Madison	3 83
Marinette	4 03
Prairie du cheln	4 47
Portage	4 47
Prentice	5 10
Racine	2 87
Richland Centre	4 47
Rhinelander	5 10
Superior	5 10
Sheboygan	3 19
Stevens Pt	4 47

WYOMING.

Cheyenne	15 30
Douglas	18 25
Evanston	16 90
Green River	16 90
Rawlin	16 90
Sheridan	15 94

Harness Department.

We have always been satisfied with a small profit on harness, as our customers know; but we have decided, this year, to get along with even less per cent. profit. Every one knows that there was a great advance in the price of all kinds of leather in the spring and summer of 1895. There is no probability of prices being reduced before the fall of 1896, and as we say above, our prices for 1896 are made by adding less per cent. profit to the actual cost, than has been our rule. Many of our styles are very much improved, so that taking everything into consideration we are very sure our prices are much less than small dealers can think of selling the same quality and style.

Anyone buying harness of us may return it at our expense both ways if they are not satisfied, after seeing it, that it is much better than they can do anywhere else.

We have so much confidence in our ability to outsell any competitor, that we are willing to take all the risk and ship subject to approval, agreeing to pay all charges if returned, and pledging to refund all money if any has been paid.

The reason our harness seem so low is because we sell to our customers at wholesale prices. The reason we can afford to sell at a small profit, and so much less than shops throughout the country, is because we sell so many. For instance: suppose we sell 6,000 harness a year, and we make $1.00 on each, it is $6,000 profit.

The freight on one set of harness is from 25 to 60 cts. anywhere in Illinois or Ohio; 60 cts. to $1.00 in Iowa, Wisconsin, Pennsylvania or New York; and $1.00 to $1.40 in Minnesota, Dakota, Nebraska, Kansas, or Missouri; so, if you live in any other state you can guess within 25 cts. of what it will cost.

We give the price of harness both ways, C. O. D., and cash in advance. We do this because over two-thirds of our customers, many of whom have dealt with us for years, send their money in advance, and we naturally feel they are entitled to some recognition as an evidence of our appreciation of their confidence.

We say to them, however, as we say to all others, that we pledge ourselves to return every cent of their money if the harness is not just as described and perfectly satisfactory.

SIZE OF COLLARS.

Do not hesitate to send us your order, thinking we will not be able to fit your horses with collars. If you will give us the size of your old collars, measuring from top to bottom on inside (see page 103), we will send exact size; or if you will tell us the weight of your horse, we are sure we can send you a very good fit. Unless the size wanted or weight of horse is mentioned, we send such sizes as we know are used most in the State the order is from. Horses weighing from 900 to 1,000 pounds usually take an 18-inch collar; 1,000 to 1,100 pounds, 19-inch; 1,100 to 1,200, 20-inch; 19-inch is the size used most.

HARNESS FOR LARGE HORSES.

We furnish a few styles harness large enough for horses weighing over 1300 pounds, and only these styles.

CHANGES.

We show a very large line of harness, and we hope you will not find it necessary to ask us to make changes that will add to the cost. We cannot accept orders for harness to be made quite different from our description.

We are aware that we cannot succeed in shipping our harness to all parts of the country unless we can convince our customers that our work is equal to the best and our prices considerably lower. With this object in view, we are willing to take all the risk in sending our harness, or anything else in this catalogue, hundreds of miles to be examined, and allow entire strangers to judge for themselves. It frequently happens that local agents and dealers, who make a good living by selling the product of other factories, appear on the arrival of our work in town and try to dissuade our customer from accepting it. No one appears in our behalf to refute the misrepresentations made by these agents and dealers, except the article itself, always mute and silent; but the evidence is so strong in our favor that it frequently overcomes the prejudice of everyone, even our competitors, and compels them to admit that our work is as represented, and very much cheaper than small shops and dealers can afford. The best evidence in the world that our work is all we claim for it, is the success that has followed our efforts and enabled us to build up a large trade that grows every year, as well as the numerous letters daily received from people who have used our work for years, and speak of it in terms of highest praise.

No. 13—SINGLE HARNESS.

No. 13 Single Harness (shown above) is made of good stock and compares well with harness that retails for several dollars more than our price.

BRIDLE, ⅝-inch, overcheck, box loops, flat winker stay. BREAST COLLAR, folded, with layer, box loops. TRACES, 1-inch, double and stitched, round edge. BREECHING, folded, with layer, side straps ¾-inch. HIP STRAP, ⅝-inch. TURN-BACK, ¾-inch, round crupper. SADDLE, 2½-inch, "strap," harness leather skirt, leather bottom. BELLY BAND, flat. LINES, ⅞-inch throughout, to loop in. Hitch strap.

Price, nickel trimmings	**$6.80**
Cash with order	**6.60**
Collar and iron hame instead of breast collar, extra	**1.00**

No. 14—SINGLE HARNESS

Is about the same as No. 13, only made heavier, and BRIDLE has round winker stay. TRACES are 1⅛-inch, doubled and stitched, round edge. SADDLE is 3-inch, "strap." SIDE STRAPS, ⅞-inch. It is as good in every way as harness that sells for $10.00 to $12.00.

Price, nickel trimmings	**$7.30**
Cash with order	**7.08**
Collar and iron hames instead of breast collar, extra	**1.00**

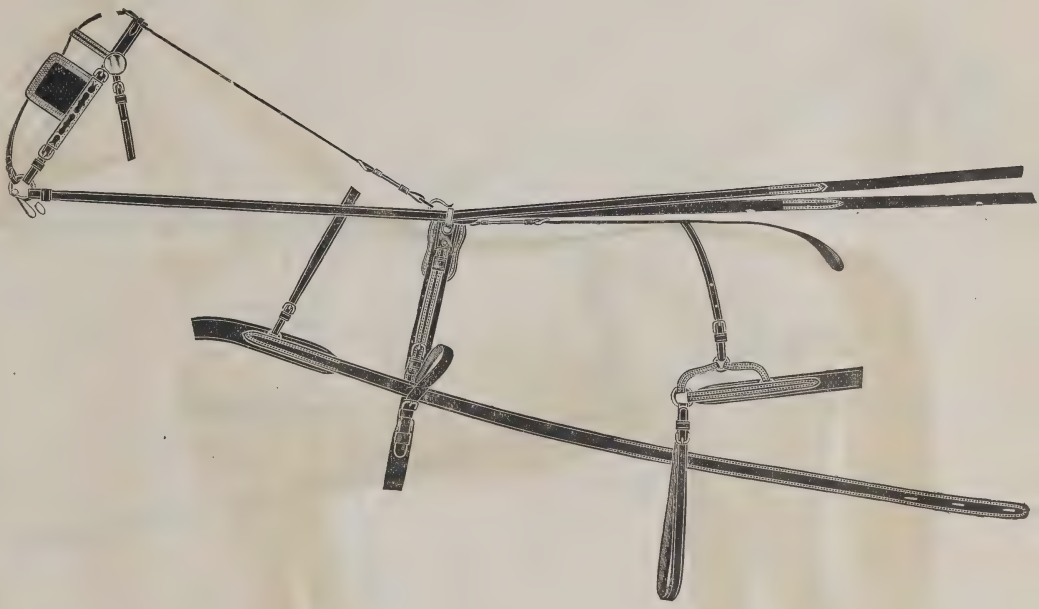
No. 19—SINGLE STRAP HARNESS.

In our No. 19 Single Strap Harness, the traces, breast collar, neckpiece and breeching are in single strap work. Every part is well made and we trim in nickel or imitation rubber; saddle has leather skirt. It is the same as dealers and small makers sell for $11.00 to $13.00.

BRIDLE, ⅝-inch, overcheck, box loops, round winker stay. BREAST COLLAR, 1⅝-inch. TRACES, 1½-inch, stitched to breast collar. BREECHING, 1½-inch, side straps, ¾-inch. HIP STRAP, ⅝-inch. TURNBACK, ¾-inch, scalloped, round crupper. SADDLE, 2½-inch, "strap" harness leather skirt, leather bottom. BELLY BAND, "Griffith." LINES, ⅞-inch to loop in; hitch strap. All straps fancy creased.

Price, nickel trimmings, or imitation rubber if preferred....**$7.75** Cash with order..... .....**$7.52**

We claim for our work, honest material and honest workmanship. It is correct in style, neat and attractive. Such a harness makes any horse look well, while those made at small shops by men not familiar with the latest styles and designs, may be good and serviceable, but very inferior every other way. You should take this into consideration when you order harness.



No. 19½—SINGLE STRAP HARNESS.

In our No. 19½ Single Strap Harness (shown above), the traces, breast collar, neckpiece and breeching are in single strap work. It is very much like No. 19 on page 66, only heavier.

BRIDLE, ⅝-inch, overcheck, box loops, round winker stay. BREAST COLLAR, 1⅛-inch. TRACES, 1¼-inch, stitched to breast collar. BREECHING, 1⅛-inch, side straps, ⅞-inch. HIP STRAP, ¾-inch. TURNBACK, ⅞-inch, scalloped, round crupper. SADDLE, 3-inch, "strap" harness leather skirt, leather bottom. BELLY BAND, "Griffith." LINES, 1-inch to loop in; hitch strap. Edges of all straps creased.

Price, nickel trimmings, or imitation rubber if preferred $8.45
Cash with order 8.20

No. 15—SINGLE BUGGY HARNESS.

No. 15 is the same as No. 19½ shown in the above cut, excepting the BREAST COLLAR, NECKPIECE, BREECHING and BELLY BANDS are folded and stitched; TRACES are 1⅛-inch, double and stitched raised, round edge and buckled to breast collar; single strap SADDLE, 2½-inch, with leather jockey, swell pad, leather skirt and bottom. LINES are 1-inch, flat, complete with hitching strap. Same every way as others sell for $12.00 to $14.00.

Price, nickel trimmings, or imitation rubber if preferred $8.45
Cash with order 8.20

No. 21—FANCY SINGLE HARNESS.

No. 21 shows fancy creasing on single strap work. We are selling more single strap harness every year. The fact is, single strap harness, when made of good stock, are as strong and will wear as well as double and stitched harness, for the straps must be taken from good, solid parts of the hide. In single strap harness the traces are sewed to breast collar, and the breeching, breast collar, and other parts are single strap instead of being folded and stitched. The terrets and hook, buckles, bit and rosettes are all nickel plated; has hitching strap. The same every way as others sell for $13.00 to $15.00.

BRIDLE, ⅝-inch, overcheck, box loops, round winker stay, layer on crown, nose band. BREAST COLLAR, 1¾-inch. TRACES, 1¼-inch, stitched to breast collar. BREECHING, 1⅝-inch, side straps, ⅞-inch. HIP STRAP, ⅝-inch. TURNBACK, ¾-inch, scalloped, round crupper. SADDLE, 2¼-inch, "strap" leather jockey, harness leather skirts, leather bottom. BELLY BAND, "Griffith." LINES, 1-inch throughout, to loop in. Hitch Strap.

Price, nickel trimming, or imitation rubber if preferred..... $9.35
Cash with order..... 9.08

No. 20—SINGLE STRAP HARNESS.

No 20 single harness is the same every way as dealers charge $15.00 for. The stock is of good quality and well finished.

BRIDLE, ⅝-inch, overcheck, box loops, round winker stay, layer on crown, nose band. BREAST COLLAR, 1¼-inch. TRACES, 1½-inch, stitched to breast collar. BREECHING, 1⅝-inch, side straps, ⅞-inch. HIP STRAP, ⅝-inch. TURNBACK, ¾-inch, scalloped, round crupper. SADDLE, 2½-inch, "strap," patent leather jockey, harness leather skirt, leather bottom. BELLY BAND, "Griffith." LINES, 1-inch buckle and billett. Edges creased. Hitch Strap.

As our harness increase in price we use better and more expensive saddles, which is a very important part of harness. The saddle should always be well made, well trimmed, safe and comfortable to the horse. Do not let this escape your observation in buying a harness

Our nickel trimmings are nickeled on white metal. Some nickel on iron to cheapen it, but it will soon chip off and show black specks.

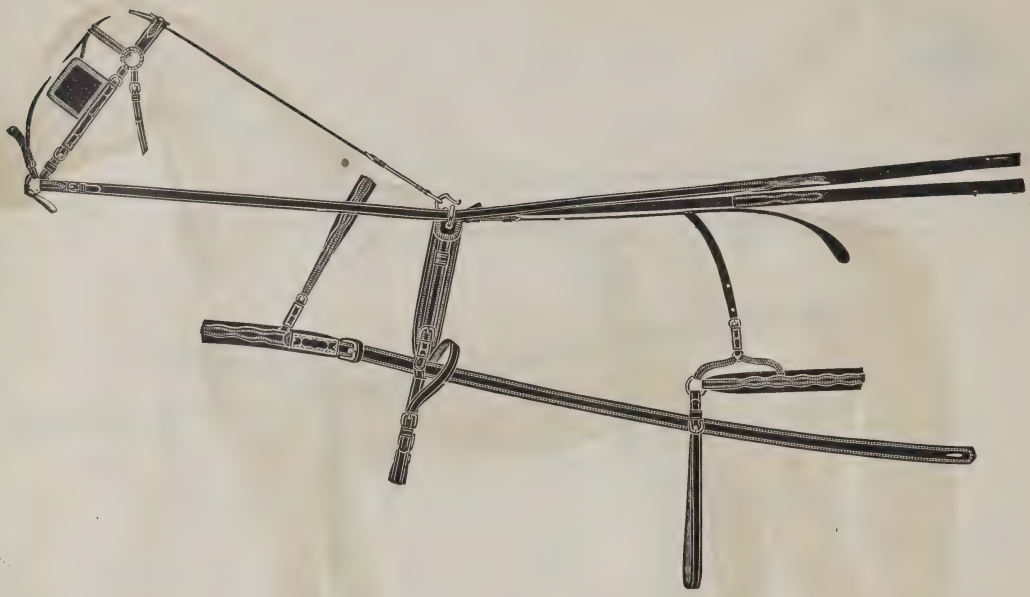
W. B. Pratt, Sec'y. Kirwin, Kans., Nov. 12, 1895.

Dear Sir: I received the No. 20 Single Strap Track Harness in first-class shape, and am well pleased with the same. Is as good as I could buy here for several dollars more than your price. Is all O. K. Respectfully,

W. A. BARRON.

Price, full nickel trimmed, or imitation rubber if preferred **$9.65**

Cash with order **9.37**



No. 16—SINGLE BUGGY HARNESS.

As the cut shows, No. 16 harness is very nicely made. We are always pleased to ship it with the understanding that it may be returned at our expense both ways if not found the same as others sell for $4.00 to $6.00 more than our price.

BRIDLE, ⅝-inch, overcheck, box loops, round winker stay, layer on crown, nose band. BREAST COLLAR, folded, with scalloped layer, box loops, safe under buckles. TRACES, 1½-inch, double and stitched, round edge. BREECHING, folded, with scalloped layer, side straps ⅞-inch. HIP STRAP, ¾-inch. TURNBACK, ⅞-inch, scalloped round crupper. SADDLE, 3-inch, covered seat, enamel leather pad, laced in. BELLY BANDS, folded, billets on shaft tugs. LINES, ⅞-inch, steel spring billets, 1⅛-inch hand parts. Hitch Strap.

W. B. Pratt, Sec'y. Briggsville, Wis., Nov. 11, 1895.

Dear Sir: I received my harness, and am more than pleased with it. If I can, I will help you to sell more in this town. I shall also purchase a buggy in a short time and your Company will receive my order.

Yours truly, JOSEPH LUGOR.

Price, with full nickel trimmings, or imitation rubber if preferred..... **$10.65**
Cash with order **10.34**
Collar and iron hames in place of breast collar, extra **1.25**

No. 24—SINGLE STRAP HARNESS.

This harness has good wide curved breast collar. Many people like to have the breast collar curve down away from the throat of the animal, believing the arrangement affords better breathing powers and relieves a nervous horse of much annoyance. BRIDLE, ⅝-inch, overcheck, box loops, round winker stay, layer on crown, nose band. BREAST COLLAR, curved. TRACES, 1¼ inch, stitched to breast collar. BREECHING, 1¾ inch, side straps ⅞-inch. HIP STRAPS, ¾-inch. TURNBACK, ⅞-inch, scalloped, round crupper. SADDLE, 3-inch, "strap," swell pad, harness leather skirts, leather bottom. BELLY BANDS, "Griffith." LINES, 1-inch, buckle and billet. Edges creased. Hitch strap.

Price, trimmed in nickel, or imitation rubber if preferred **$11.25**
Cash with order **10.92**
Extra for large harness to fit horses weighing from 1300 to 1500 pounds **1.00**

W. B. Pratt, Sec'y. Timnath, Colo., Nov. 7th, 1895.

Dear Sir: — I received my harness sometime ago and I am very much pleased with it. It is as good as harness sold here for $5.00 to $8.00 more than your price.

Respectfully GEORGE DOUGLAS.

No. 10—SINGLE STRAP HARNESS.

Our stock is cut from good firm hides, our strap work is well finished, and we know for the money our harness can not be excelled. Everything is warranted and satisfaction is guaranteed.

BRIDLE, ¾ inch, overcheck, box loops, round winker stay, layer on crown, nose band. BREAST COLLAR, 1⅞-inch. TRACES, 1¼-inch, stitched to breast collar. BREECHING, 1⅝-inch, side straps, ⅞-inch. HIP STRAPS, ⅝-inch. TURNBACK, ¾-inch, scalloped, round crupper. SADDLE, 2½-inch, "strap," patent leather skirts, leather bottom, covered seat. BELLY BAND, "Griffith." LINES, ⅞-inch, spring billets, 1⅛-inch hand parts. HITCH STRAP. The whole made smooth, round edge, no creasing.

Price, trimmed in nickel, or imitation rubber if preferred.....**$10.95** Cash with order.....**$10.63**

No. 10—X.

No. 10-X is same as No. 10 only it has 3-inch saddle and 1¼-inch traces.

Price.....**$11.55** Cash with order.....**$11.21**

No. 9—SINGLE STRAP HARNESS.

The stock is well finished all the way through, made smooth, with round edges and without creasing. If you do not find it to be as well made as harness that retailers sell for $16.00 to $18.00, refuse to accept it and we will order it back and pay all transportation charges.

BRIDLE, 5/8-inch, with nose band, overcheck, box loops, round winker stay, layer on crown. BREAST COLLAR, 1 7/8-inch, TRACES, 1 1/2-inch, stitched to breast collar. BREECHING, 1 5/8-inch, side straps 7/8-inch. HIP STRAP, 5/8-inch. TURNBACK, 3/4-inch, scalloped, round crupper. SADDLE, 3-inch, half track, covered seat, enameled leather pad, laced in. BELLY BAND, folded with long billets to wrap around shafts. LINES, 7/8-inch, steel spring billets, 1 1/2-inch hand parts. The whole made smooth, round edge, no creasing. Hitch strap.

Price, full nickel trimmings, or imitation rubber, if preferred	$11.80
Cash with order	11.45
Price, genuine rubber trimmings	14.00
Cash with order	13.58

No. 23—SINGLE STRAP TRACK HARNESS.

No. 23 is furnished in single strap work throughout except the saddle. The stitching is nicely done; all of the details are well worked out. We will send it anywhere for inspection, and agree to pay all charges and order it returned if not as fine every way as others sell for $5.00 to $7.00 more than our price.

BRIDLE, ⅝-inch, overcheck has five buckles same as shown in cut, box loops, round winker stay, layer on crown, nose band. BREAST COLLAR, 1⅞-inch. TRACES, 1¼-inch, stitched to breast collar. BREECHING, 1¾-inch, side straps ⅞-inch. HIP STRAP, ¾-inch. TURNBACK, ⅞-inch, scalloped, round crupper. SADDLE, 3-inch, full track, covered seat, enameled leather pad, laced in, running back band. BELLY BAND, "Griffith." LINES, 1-inch, steel spring billets, 1⅛-inch hand parts. Made smooth, round edges, no creasing. Hitch strap.

Price, full nickel trimmings	$13.55
Cash with order	13.15
Genuine rubber trimmings	15.55
Cash with order	15.09
No. 23 either nickel or rubber trimmed, made large enough for horse weighing 1300 to 1500 pounds, extra	1.00

No. 17½—SINGLE BUGGY HARNESS.

Our harness are improved a little every year. A great many try to imitate our styles and workmanship. If you order from us you get harness that fit the horse, that are stylish, well made and cost less money than elsewhere.

BRIDLE, ½-inch, overcheck, has five buckles same as shown in cut, box loops, round winker stay, layer on crown, nose band, or will send with side check, if preferred. BREAST COLLAR, enamel leather fold, with scalloped raised layer, box loops, safe under buckles. TRACES, 1½-inch, raised, double and stitched, round edge. BREECHING, enamel leather fold, with scalloped raised layer, side straps ⅞-inch. HIP STRAP, ⅝-inch. TURNBACK, ¾-inch, scalloped, round crupper. SADDLE, 3-inch, half track, covered seat, enamel leather pad, laced in. BELLY BAND, folded, with long billets to wrap around shafts. LINES, ⅞-inch, steel spring billets, 1⅛-inch hand parts.

Price, full nickel trimmings, or imitation rubber, if preferred	**$14.95**
Cash with order	**14.51**
Genuine rubber trimmings	**17.65**
Cash with order	**17.13**

No. 18½—SINGLE BUGGY HARNESS.

No. 18½ is furnished with overcheck, or with round side check when preferred.

There is a great deal of work on No. 18½, as the detailed description shows, and we guarantee it to be the same as others sell for $5.00 to $8.00 more than our price. If you do not find it as described, return it at our expense.

BRIDLE, ⅝-inch, overcheck has five buckles same as shown in cut, nose band, box loops, round winker stay, layer on crown. BREAST COLLAR, glove finished leather fold, scalloped raised layer, box loops, safe under buckles. TRACES, 1⅝-inch, raised, double and stitched, round edges. BREECHING, glove finished leather fold, scalloped, raised layer, side straps, ⅞-inch. HIP STRAP, ⅝-inch. TURNBACK, ⅞-inch, scalloped, round crupper. SADDLE, 3-inch, half track, leather covered seat, enamel leather pad, laced in, running back band. BELLY BAND, folded, with long billets to wrap around shafts. LINES, 1-inch, steel spring billets, 1⅛-inch hand parts. Hitch strap.

Price, full nickel trimmings, or imitation rubber, if preferred	**$15.45**
Cash with order	**14.99**
Genuine rubber trimmings	**18.00**
Cash with order	**17.46**

No. 27—SINGLE STRAP HARNESS.

The stock in No. 27 is all cut from the choice part of the hide, and the workmanship and finish are very fine. A great many like a light single harness made from the best stock money will buy, with the finest trimmings, but do not care about paying a fancy price for it. Our harness are made of as good stock, and in as good style, as harness that sell in cities for a good many dollars more than our price. We know we can please you.

BRIDLE, ½-inch, overcheck, round winker stay, patent leather nose band, layer on crown. BREAST COLLAR, 1¾-inch. TRACES, 1¼-inch, stitched to breast collar. BREECHING, 1¾-inch, side straps ⅞ inch. HIP STRAP, ¾-inch. TURNBACK, ¾-inch, scalloped, heavy round crupper. SADDLE, 3-inch, half track, covered seat, enamel leather pad, laced in, running back band. LINES, ⅞-inch, steel spring billets, 1¼-inch hand parts. BELLY BAND, flat, with long billets to wrap around shafts. Box loops throughout. Made smooth, round edge, no creasing. Hitch strap.

Price, full nickel trimmings	$17.65
Cash with order	17.13
Price, genuine rubber trimmings	20.05
Cash with order	19.45

No. 31—SINGLE HARNESS, ENAMEL LEATHER FOLD.

No. 31 is one of the finest light single harness we show. We guarantee it as fine every way as most dealers sell for $35.00. If No. 31 does not meet the highest expectations of our customers, it may be returned at our expense.

BRIDLE, ½-inch, overcheck, round winker stay, patent leather nose band, enamel leather fold, crown with layer. BREAST COLLAR, glove finish, leather fold, 1¾-inch layer, safe under buckle. TRACES, 1-inch, double and stitched, raised, round edges. BREECHING, glove finish, leather fold, 1¼-inch, raised layer, side straps ⅞-inch. HIP STRAP, ⅝-inch. TURNBACK, ⅝-inch, scalloped, heavy, round crupper. SADDLE, 2½-inch, half track, covered seat, enamel leather pad, laced in, running back band. LINES, ⅞-inch, steel spring billets, 1½-inch hand parts. BELLY BAND, enamel leather fold with layer, long billets to wrap around shafts. Box loops throughout. Hitch strap.

Price, genuine rubber trimmings.....$23.45
Cash with order..... 22.75

No. 25—SINGLE STRAP TRACK HARNESS, WITH KAY SADDLE.

No. 25 is a single strap track harness, and has a very neat Kay saddle. Very few dealers show it, but those who do ask $32.00 to $36.00 for it.

BRIDLE, ½-inch, overcheck, round winker stay, patent leather nose band, enamel leather fold, crown with layer. BREAST COLLAR, 1½-inch. TRACES, 1-inch, single strap, stitched to breast collar. BREECHING, 1½-inch, side straps ¾-inch. HIP STRAP, ½-inch. TURNBACK, ⅝-inch, scalloped, heavy round crupper. SADDLE, 2½-inch, half track, Kay, running back band. LINES, ⅞-inch, steel spring billets, 1½-inch hand parts. BELLY BAND, enamel leather fold with layer, long billets to wrap around shafts. Box loops throughout. Made smooth, round edge, no creasing. Hitch strap.

Price, Kay saddle, genuine rubber trimmings....$23.45
Cash with order..... 22.75

No. 37—SINGLE COLLAR AND HAME HARNESS.

There are many who like a good collar and hame harness at a moderate price. No. 37 is such a harness as usually sells for $16.00 to $18.00, and is very nice for surrey or buggy. We guarantee ours just as good, as well made and as well finished. If you do not think so after seeing it ship it back.

BRIDLE, ⅝-inch throughout, box loops, round rein and winker stay, patent leather sensible blinds. HAME TUGS, box loops, 3¼-lb. iron hames. TRACES, 1¼-inch, double and stitched, round edges. BREECHING, folded, with layer, ¾-inch double hip straps, side straps 1-inch. BACK STRAP, ⅞-inch, round crupper to buckle. SADDLE, 3½-inch, leather lined, patent leather jockey. BELLY BANDS, inside folded, outside single. SHAFT TUGS, with dees. LINES, 1-inch. COLLAR, half patent leather. Hitch Strap.

Price, full nickel or brass trimmings.....**$12.50**
Cash with order..... **12.13**

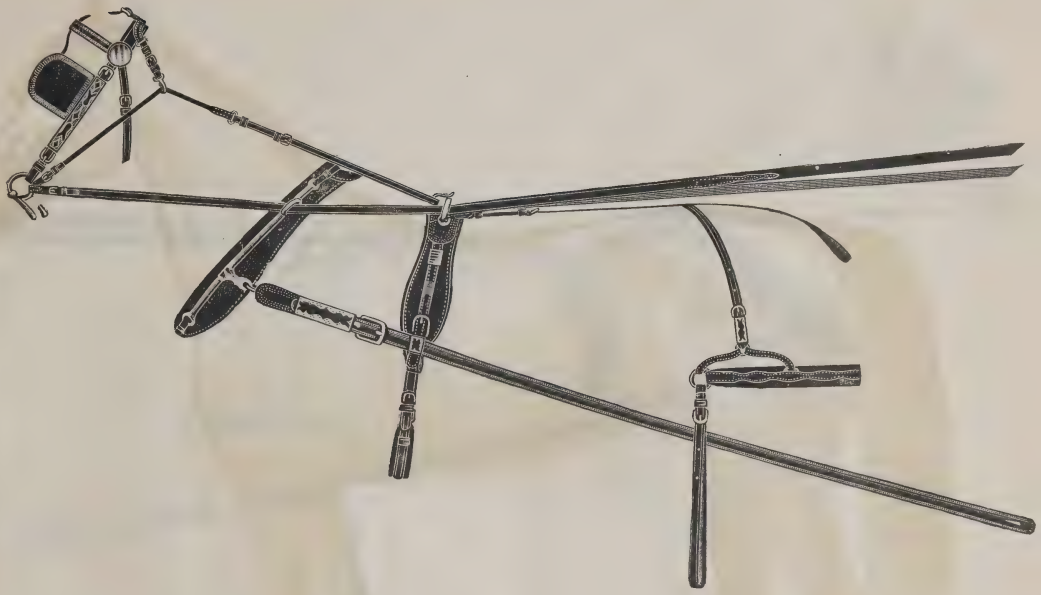
No. 35—SINGLE COLLAR AND HAME HARNESS.

Knowing that many want a hame and collar harness, that will look well and wear well and sell at a very low price, we describe No. 35, which is about $3.00 cheaper than No. 37.

BRIDLE, ¾-inch, flat rein and winker stay, box loops, sensible blinds. HAME TUGS, box loops, 3½ lb. iron hames. TRACES, 1¼ inch double and stitched, round edge; will send with cockeyes if ordered. BREECHING, folded with layer, side straps, 1-inch. HIP STRAPS, double, ¾-inch. TURNBACK, 1-inch, round crupper to buckle. SADDLE, 3½-inch, enamel cloth lined, iron jockey. BELLY BAND, folded. LINES, 1-inch, buckle and billet. Collar kip. Hitch Strap.

Price, with XC (white) trimmings.....**$9.75**
Cash with order..... **9.46**

Directions for Measuring Collar on page 103.



No. 16½—SURREY HARNESS.

No. 16½ is a good strong surrey harness, with 1¼-inch traces, it does good service, looks well anywhere, and we will guarantee it as fine as others sell for $20.00 to $25.00. If you think not, return it at our expense.

BRIDLE, ¾-inch, round side check, box loops, round winker stay, layer on crown; will send with overcheck when preferred. HAME TUGS, patent leather, box loops, 3½ lb., full nickel plated hames. TRACES, 1¼-inch, raised, double and stitched, round edge. BREECHING, folded, with scalloped layer, side straps ⅞-inch. HIP STRAPS, ¾-inch. TURNBACK, ⅞-inch, scalloped, round crupper. SADDLE, 3½ inch, covered seat, enamel leather pad, laced in. BELLY BANDS, folded, shaft tugs with dees. LINES, ⅞-inch, steel spring billets, 1⅛ inch hand parts. COLLAR, full patent leather, kip face, bent top, (or straight collar, open top, if preferred). Hitch Strap.

Price, with full nickel trimmings, or imitation rubber if preferred	$14.50
Cash with order	14.07
Extra for harness made large enough for 1300 to 1500 lb. horse	1.00

Directions for Measuring Collar on page 103.

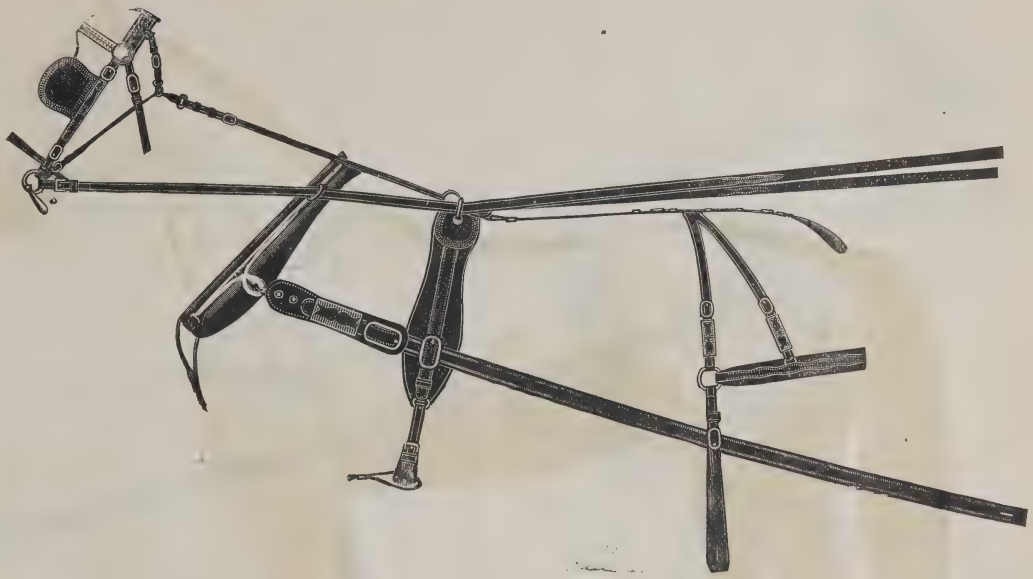
No. 34—NICKEL-TRIMMED SURREY HARNESS.

We think our No. 34 surrey harness is just as fine as others sell for $30.00 to $35.00. At any rate, we shall be pleased to ship it for your inspection with that understanding, and allow you to return it at our expense both ways if you think we have claimed too much. Hames are full nickel, close plated, which all understand is the best and most expensive plating that can be done.

BRIDLE, 5/8-inch, round rein and winker stay, box loops, layer on crown, nose band. HAME TUGS, patent leather, box loops, safe under buckle, 3½-pound close plated hames. TRACES, 1¼-inch, double and stitched, raised, round edges. BREECHING, folded, with scalloped raised layer, 5/8-inch double hip straps, 7/8-inch side straps. TURNBACK, ¾-inch, double reversed, round crupper to buckle. SADDLE, 3½-inch, laced in, leather lined, leather-covered seat. SHAFT TUGS, with dees. BELLY BANDS, inside folded, with layer, outside single, looped together. LINES, 7/8-inch, 1¼-inch hand parts. CHOKE STRAP, 1-inch. COLLAR, full patent leather, bent top, kip face. Hitch strap.

Price, with full nickel trimmings, close plated hames..... **$18.80**
Cash with order **18.24**

Directions for Measuring Collar on page 103.



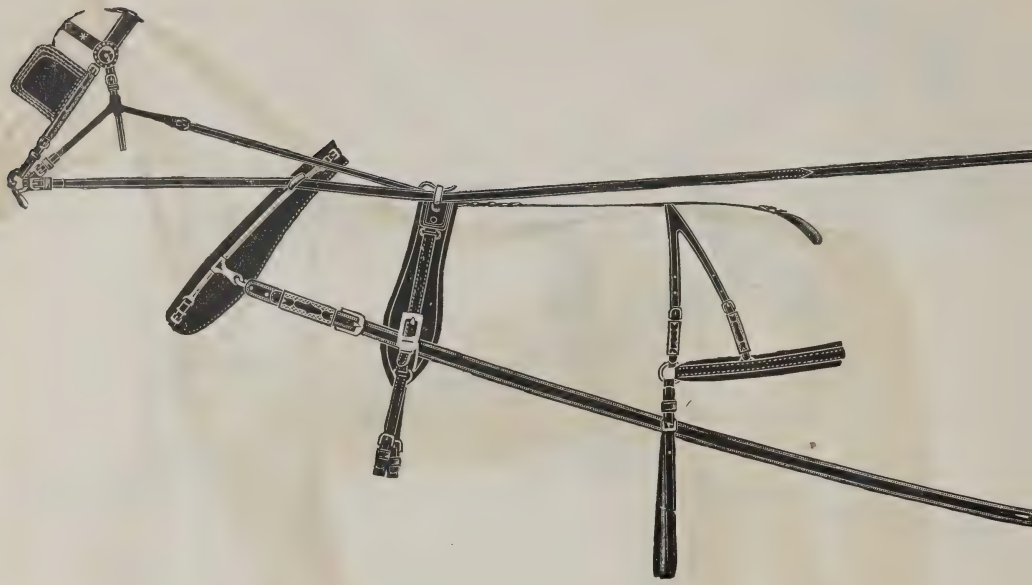
No. 43—SINGLE SURREY HARNESS.

No. 43 is a very fine surrey harness, cut from fine, choice stock, finished in best manner and well trimmed. The hames are full nickel, close plated, which, as all know, is the best and most expensive nickeling. Unless you find it as good as others will charge you at least $10.00 more for, return it and have your money refunded.

BRIDLE, ¾-inch, round rein and winker stay, box loops, layer on crown, nose band. HAME TUGS, patent leather, box loops, safe under buckle, 4-lb. full plated hames. TRACES, 1¼-inch, double and stitched, raised, round edge. BREECHING, folded, with scalloped raised layer, ⅝-inch double hip straps, side straps 1-inch. TURNBACK, ⅞-inch, double reversed, round crupper to buckle. SADDLE, 4-inch, covered seat, enamel leather pad, laced in. SHAFT TUGS, with dees. BELLY BANDS, inside folded, outside single. LINES, ⅞-inch, 1⅛-inch hand parts. CHOKE STRAP, 1-inch. COLLAR, full patent leather, bent top, surrey.

Price, nickel trimmings, wire pattern, full plated hames..... **$20.25**
Cash with order **19.65**

Directions for Measuring Collar on Page 103.



No. 43½—DELIVERY HARNESS.

No. 43½ is just right for delivery wagons, light express wagons, etc. As the detailed description shows, it has a good 4-inch saddle and 1¼-inch traces. As many of our customers like a harness of this description trimmed in brass, we have decided to furnish No. 43½ in brass trimmings, when ordered, without changing the price. If you do not say, after seeing it, that it is a good, honest, well-made harness, worth many dollars more than our price, return it and we will pay all charges.

BRIDLE, ¾-inch, box loops, round rein and winker stay. HAME TUGS, box loops, sensible trace buckles, 4-pound iron hames. TRACES, 1¼-inch, double and stitched, round edge. BREECHING, folded with layer, ¾-inch double hip straps, side straps, 1-inch. BACK STRAPS, ⅞-inch, round crupper to buckle. SADDLE, 4-inch, harness leather skirts, jeans pad. SHAFT TUGS, with dees. BELLY BANDS, double. LINES, 1-inch. COLLAR, kip, wool faced. Hitch strap.

Price, full nickel, or brass trimmings if preferred..... $13.55
Cash with order..... 13.15

Directions for Measuring Collar on Page 103.

No. 44—EXPRESS OR DELIVERY HARNESS.

No. 44 express or delivery harness has red ball top hames, 4-inch kersey lined saddle, and cockeye traces, but will send without cockeyes, if ordered. It is somewhat heavier than No. 43½. The same every way as you would pay the local dealer $20.00 to $25.00 for.

BRIDLE, ¾-inch, box loops, round rein and winker stay, patent leather blinds. HAME TUGS, box loops, champion trace buckles, red ball top hames, or 4-pound low iron hames if preferred. TRACES, 1¼-inch, double and stitched, round edge. BREECHING, folded with layer, ¾-inch double hip straps, side straps 1-inch. BACK STRAP, ⅞-inch, round crupper to buckle. SADDLE, 4-inch, harness leather skirts, kersey pad. SHAFT TUGS, with dees. BELLY BANDS, folded. LINES, 1-inch. CHOKE STRAP, 1-inch. COLLAR, wool faced. Hitch strap.

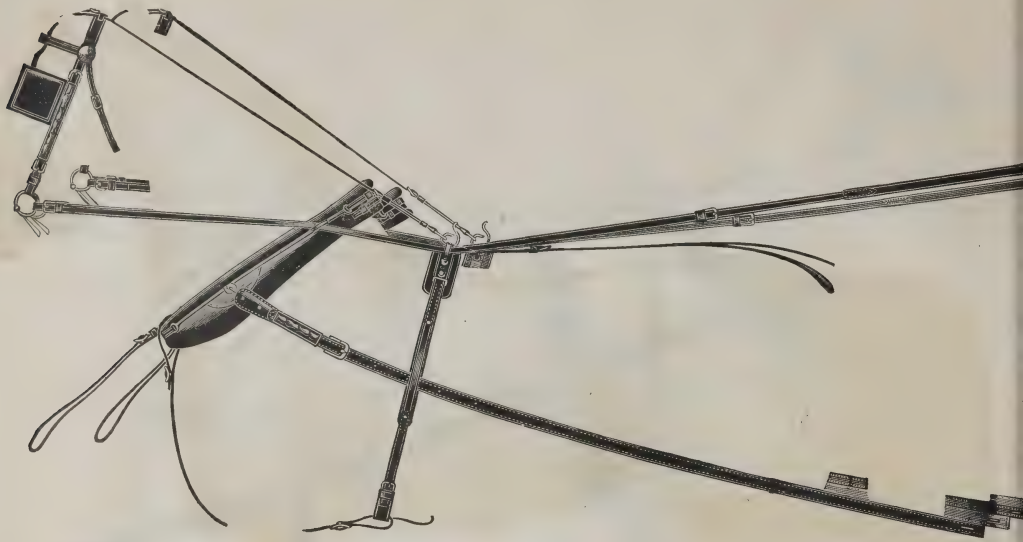
Price, full nickel, or brass band trimmings if preferred **$15.30**
Cash with order **14.84**

No. 44½—HEAVY EXPRESS HARNESS.

Owing to lack of space, we are unable to show cut of No. 44½, but it is the same as No. 44, only heavier and stronger. Traces are 1¼-inch; back strap is 1-inch and saddle 5-inch, kersey lined. You will find it a regular $25.00 harness. If you do not, send it back.

Price, brass trimmings, or nickel if ordered **$17.15**
Cash with order **16.64**

Directions for Measuring Collar on Page 103.



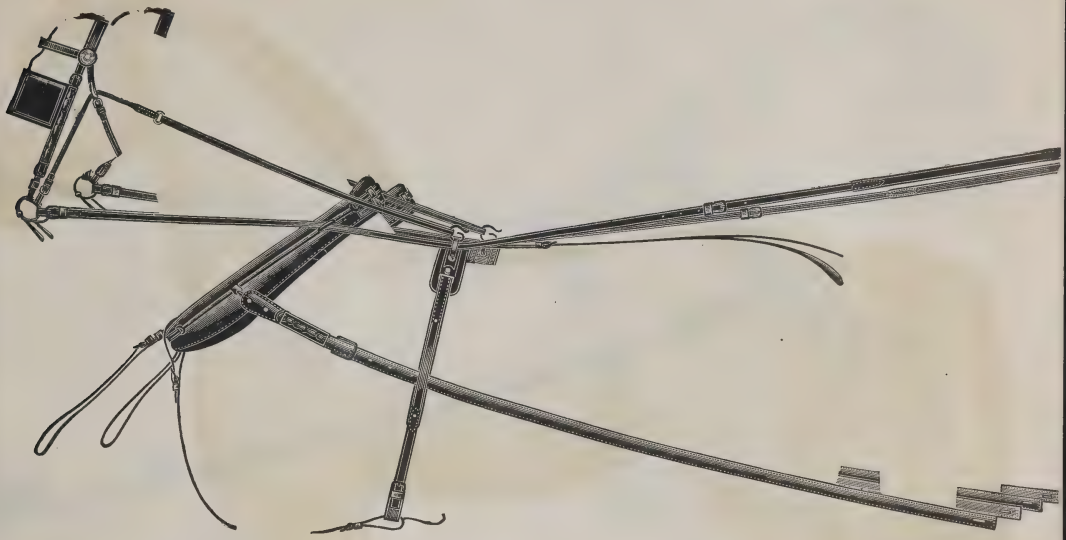
No. 59—DOUBLE BUGGY HARNESS.

In No. 59 it has been our aim to furnish an honest, well-made harness—one that will be serviceable and satisfactory, at a low price. We could furnish a cheaper harness, but it would not be as good, so we have decided on No. 59 as being the harness to sell at a low-price. If you do not find it the same as others sell for $20.00 to $23.00 send it back.

BRIDLES, ⅝-inch, overcheck reins, unless flat side check reins are ordered, box loops, round winker stays. HAME TUGS, box loops. PADS, straight, enamel leather bottoms and housings, skirts and bearers single. TURNBACKS, ¾-inch, round cruppers. BELLY BANDS, flat. TRACES, 1⅛-inches, 6 feet 4 inch, double and stitched, round edge. LINES, ¾-inch, ⅞-inch hand parts. NECK YOKE STRAPS, 1¼-inch. CHOKE STRAPS, ¾-inch. COLLARS, all kip, buggy. Hitch straps.

Price, XC white metal trimmings, or Japan trimmings if preferred	$16.00
Cash with order	15.52
Price, full nickel trimmings	17.00
Cash with order	16.49

Directions for Measuring Collars on Page 103.



No. 60—DOUBLE BUGGY HARNESS.

No. 60 Double Buggy Harness is the same every way as usually sells for $25.00. Has side check bridles with round reins, unless overchecks are ordered. Nickel plating is done on white metal, same as all of our work. We do not nickel on iron. Nickel on iron is cheap, and some use it, but it will chip off and show black specks,

BRIDLES, ⅝-inch, round side check reins, box loops, round winker stays. HAME TUGS, box loops, 7-lb. iron hames. PADS, straight, leather bottoms and housings, skirts single, bearers raised, double and stitched. TURNBACKS, ¾-inch, scalloped and wave stitched, round cruppers. BELLY BANDS, folded. TRACES, 1½-inch, 6 feet 6 inch, raised, double and stitched, round edge. LINES, ⅞-inch, 1-inch hand parts. NECKYOKE STRAPS, 1¼-inch. CHOKE STRAPS, ⅞-inch. COLLARS, buggy, kip. Two hitching straps.

Price, full nickel, or imitation rubber if preferred **$20.10**
Cash with order **19.50**

Directions for Measuring Collar on Page 103.

W. B. Pratt, Sec'y. Chapman, Ill., April 15th, 1895.

Dear Sir: Harness received and they are all O. K. to our entire satisfaction. We saved $7.00 or $8.00. If they prove to be as good as they look, we will be more than satisfied.

Very respectfully yours, H. L. PRATHER.

No. 64—DOUBLE BUGGY HARNESS.

Many of our customers write us for a double buggy harness with single strap traces, without hame tugs. To meet their request we show No. 64, which we believe they will find highly satisfactory. We guarantee it to be the same as others sell for $26.00 to $30.00.

BRIDLES, ⅝-inch, overcheck, box loops, round winker stays, layer on crown. HAMES, 7-lb. iron. TRACES, 1¼-inch, 7 feet 2 inch, single strap, attached to hames. PADS, straight leather bottoms, chain housings, skirts single, bearers raised, double and stitched. TURNBACKS, ⅞-inch, scalloped, round cruppers. BELLY BANDS, flat. LINES, 1-inch, 1⅛-inch hand parts. NECK-YOKE STRAPS, 1¼-inch. CHOKE STRAPS, 1-inch. COLLARS, kip, buggy. Two hitching straps.

Price, nickel, or imitation rubber trimmings if preferred.....**$21.50**

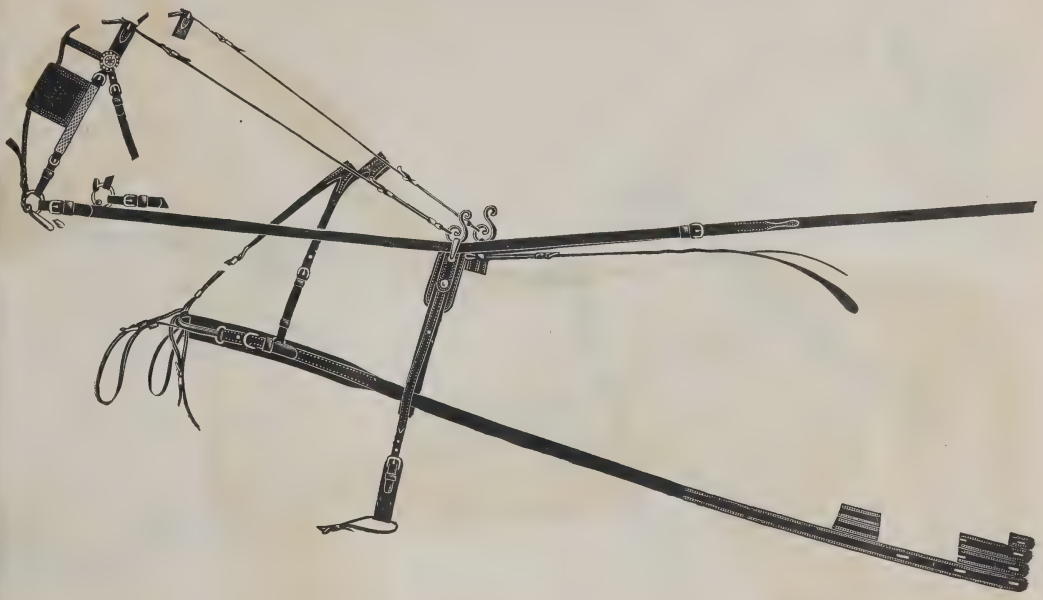
Cash with order..... **20.86**

Directions for Measuring Collar on Page 103.

W. B. Pratt, Sec'y. Evanston, Wyo., May 4th, 1895.

Dear Sir: I received my harness all O. K. They give perfect satisfaction. If there is anything in your line I need, you will be sure to receive my order for same.

Yours respectfully, JACOB STAHLE.



No. 67—BUGGY HARNESS WITH BREAST COLLAR.

Some people prefer breast collars for light driving. They think the harness shows an animal to better advantage. No. 67 has wide folded neck pieces that are easy on the necks. We can furnish any of our double buggy harness with breast collars and patent breast collar irons in place of hame and collar, without extra charge. Some charge $30.00 for harness not as good as No. 67.

BRIDLES, ⅝-inch, overcheck, box loops, round winker stays, layer on crown, nose band. BREAST COLLARS, 2-inch, single strap, neck straps with wide fold. TRACES, 1¼-inch, single strap, stitched to breast collar. PADS, straight, raised tops, skirts single, bearers raised, double and stitched, leather bottoms and beaded housings. TURNBACKS, ⅞-inch, scalloped, round cruppers. BELLY BANDS, flat. LINES, 1-inch, 1⅛-inch hand parts. NECKYOKE STRAPS, 1¼-inch. CHOKE STRAPS, 1-inch. Two hitching straps. Made smooth, round edges, no creasing.

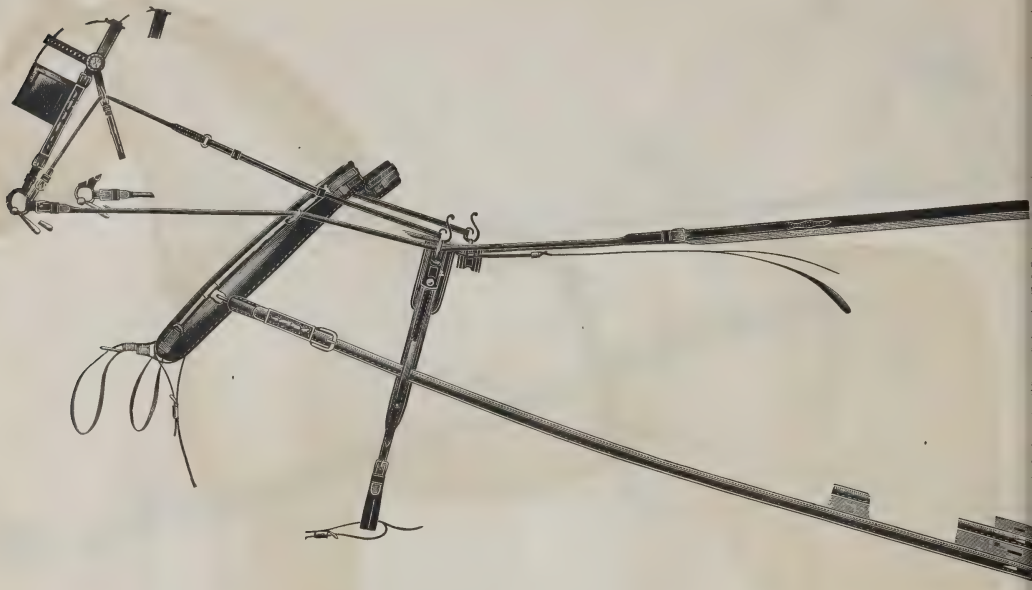
W. B. Pratt, Sec'y. Youngstown, N. Y., April 17, 1895.

Dear Sir: I received my harness yesterday in good shape. It looks like a substantial, well made piece of work, and I am well satisfied with my purchase.

Yours truly, CHAS. O. SPENCER.

Price, full nickel, or imitation rubber trimmings. . **$22.15**

Cash with order..... **21.49**



No. 61—DOUBLE BUGGY HARNESS.

No. 61 harness is good style, well made and well finished. If you do not find it better than others sell for $28.00 to $32.00, send it back.

BRIDLES, ⅝-inch, round side check reins, or overcheck if preferred, box loops, round winker stays. HAME TUGS, patent leather, box loops, 7-lb. iron hames. PADS, straight, raised tops, leather bottoms and beaded housings, skirts single, bearers raised, double and stitched. TURNBACKS, ⅞-inch, scalloped and wave stitched, round cruppers. BELLY BANDS, folded. TRACES, 1½-inch, 6½ feet, raised, double and stitched, round edge. LINES, round, 1¼-inch, russet hand parts. NECKYOKE STRAPS, 1¼-inch. CHOKE STRAPS, 1-inch. COLLARS, half patent leather, buggy. Two hitching straps.

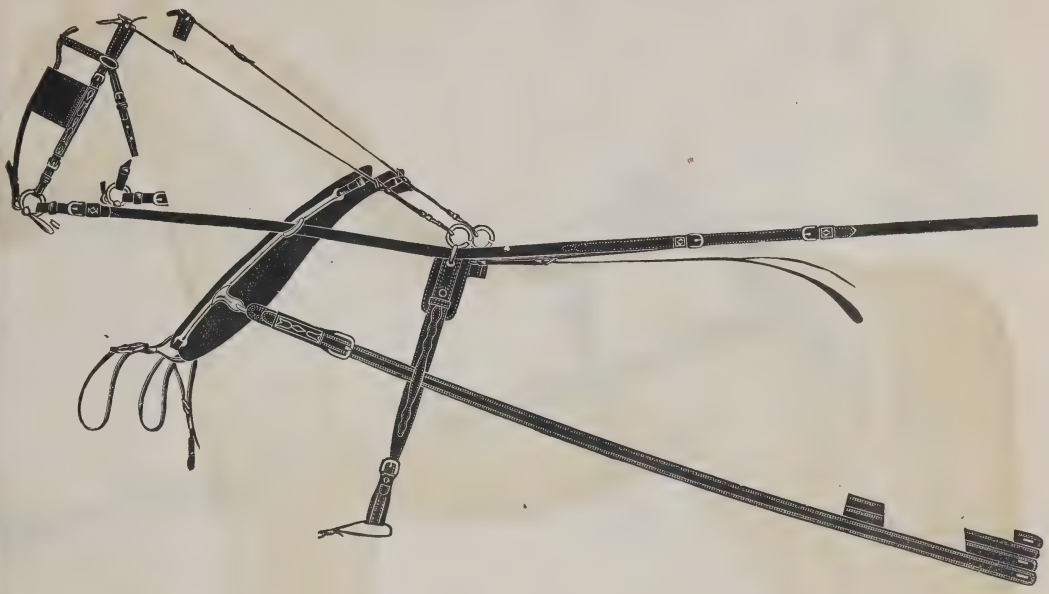
Price, full nickel or imitation rubber trimmings..**$23.55**
Cash with order..... **22.85**

No. 62—DOUBLE BUGGY HARNESS.

No. 62 is as fine a harness as many sell for $35.00. It has same general appearance as No. 61, only costs a little more and is a little finer.

BRIDLES, ⅝-inch, round side check reins, or overcheck if preferred, box loops, round winker stays, layer on crown. HAME TUGS, patent leather, box loops, safe under buckles, 7-lb. iron hames. PADS, straight, raised tops, leather bottoms, 3-inch beaded edge housings, skirts single, bearers raised, double and stitched. TURNBACKS, ⅞-inch, scalloped and wave stitched, round cruppers. BELLY BANDS, folded. TRACES, 1½-inch, 6½ feet, double and stitched, raised round edge. LINES, 1-inch, flat, 1½-inch black hand parts. NECKYOKE STRAPS, 1¼-inch. CHOKE STRAPS, 1-inch. COLLARS, half patent leather, turned edge. Two hitching straps.

Price, full nickel or imitation rubber trimmings..**$26.10**
Cash with order..... **25.32**



No. 68—DOUBLE BUGGY HARNESS.

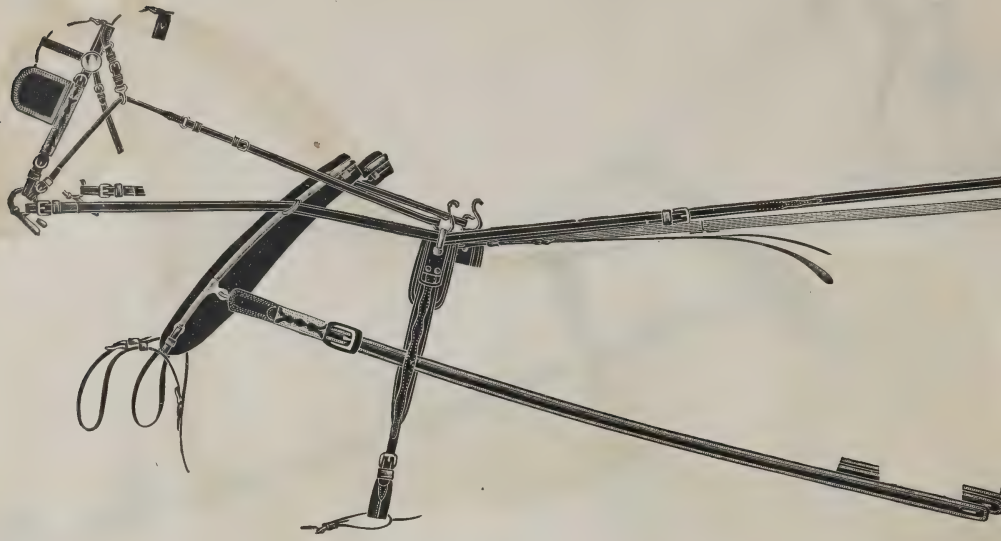
No. 68 is a very good double buggy harness. Like all our work, it has the style and finish of harness that retail for many dollars more than we charge for it. If you are not pleased with it, you may return it at our expense.

BRIDLE, ⅝-inch, overcheck, or round side check reins if ordered, box loops, layer on crown. HAME TUGS, patent leather, box loops, safe under buckles, 7-pound iron hames. TRACES, 1⅛-inch, 6 feet 6 inches, double and stitched, raised, round edge. PADS, straight, raised tops, leather facings, leather bottom, 3-inch beaded edge housings, skirts single, bearers raised, double and stitched, with "C" pad hooks, as shown in cut, unless scroll post hooks are preferred. (See scroll hook harness No. 61, page 88.) TURNBACKS, ⅞-inch, scalloped and wave stitched, round cruppers. BELLY BANDS, folded. LINES, 1-inch, 1⅛-inch hand parts. NECKYOKE STRAPS, 1¼-inch. MARTINGALES, folded. COLLARS, patent leather, turned edge. Two hitch straps.

Price, full nickel or imitation rubber trimmed,..	$29.80
Cash with order	28.91
With genuine rubber trimmings.....	34.25
Cash with order...	33.23

Directions for Measuring Collar on page 103.

W. B. Pratt, Sec'y. Miles City, Mont., Nov. 7th, 1895.
Dear Sir: I received the harness you shipped Oct. 25th. It came in first-class order. $10.00 more would not buy the same harness here. Thanking you for your prompt attention, I remain, Yours respectfully,
ALBERT WEAVER.



No. 70—DOUBLE CARRIAGE HARNESS.

No. 70 is strong enough for almost any purpose, except heavy lumber wagon and plowing. It is made of nice, smooth stock and our wholesale price is at least $10.00 less than others charge for the same grade.

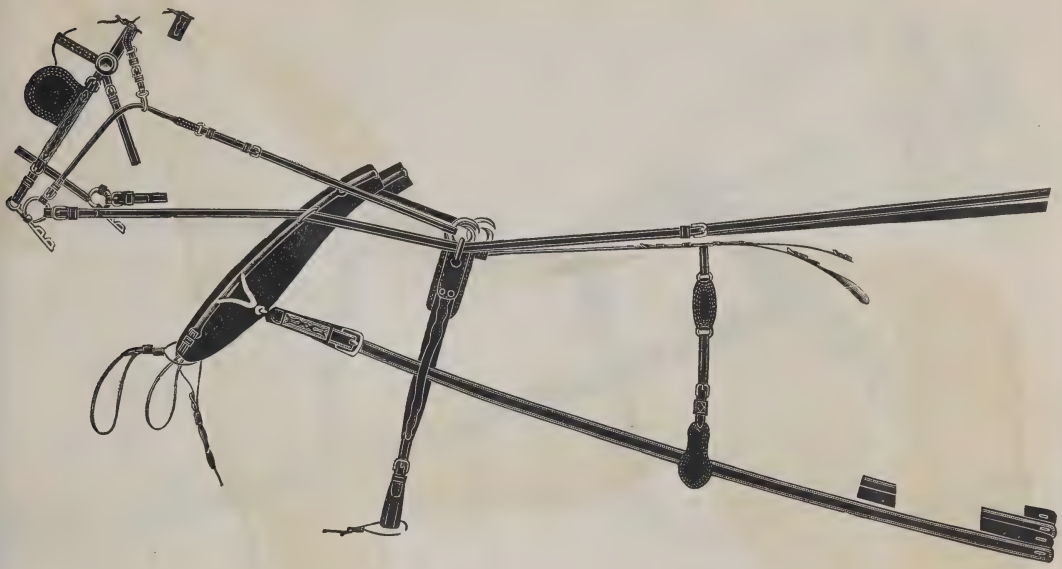
BRIDLES, ⅝-inch, round reins, round winker stay, box loops, layer on crown. HAME TUGS, patent leather, box loops, safe under buckles, 8 lb. iron hames. PADS, straight, raised top, patent leather bottoms, 4-inch beaded edge housings, skirts single, bearers raised, double and stitched. TURNBACKS, ⅞-inch, scalloped and wave stitched, round cruppers. BELLY BANDS, folded. TRACES, 1¼-inch, 6 feet 6 inches, double and stitched, raised, round edge; with cockeyes when ordered. LINES 1-inch, 1⅛-inch hand parts. NECKYOKE STRAPS, 1¼-inch. CHOKE STRAPS, 1-inch. COLLARS, half patent leather, kip face. Two hitch straps.

Price, nickel trimmings, or imitation rubber if preferred	$28.25
Cash with order	27.31
Extra for harness large enough for 1300 to 1500 lb. horses	2.00

Directions for Measuring Collar on Page 103.

W. B. Pratt, Sec'y. Fernwood, O., Nov. 23rd, 1895.

Dear Sir: I received the harness a few days ago and they are satisfactory in every detail, and I paid the agent for them here. Thanking you for your prompt attention to my order, I am, Yours truly, W. C. THOMPSON.



No. 72—HEAVY CARRIAGE OR LIGHT HACK HARNESS.

No. 72 is well made, handsomely trimmed and we know will give satisfaction. We now furnish it with 8 lb. close plated hames. It is the same every way as others sell for $60.00.

BRIDLES, ⅝-inch, round reins and winker stays, box loops, layer on crowns, nose bands. HAME TUGS, patent leather, box loops, safe under buckles, 8 lb. close plated hames TRACES, 1¼-inch, 6 feet 6 inches, double and stitched, raised, round edges. PADS, straight, raised tops, leather facings, leather bottoms, 4-inch chain housings, skirts single, bearers raised, double and stitched. TURNBACKS, ⅞-inch, double reversed, round cruppers to buckle. HIP STRAPS, ¾-inch, with patent leather drops. BELLY BANDS, folded, with layer. LINES, 1-inch, 1½-inch hand parts. NECKYOKE STRAPS, 1¼-inch, double and stitched. MARTINGALES, 1-inch, with patent leather drops. COLLARS, full patent leather, bent top, kip face, turned edge. Two hitch straps.

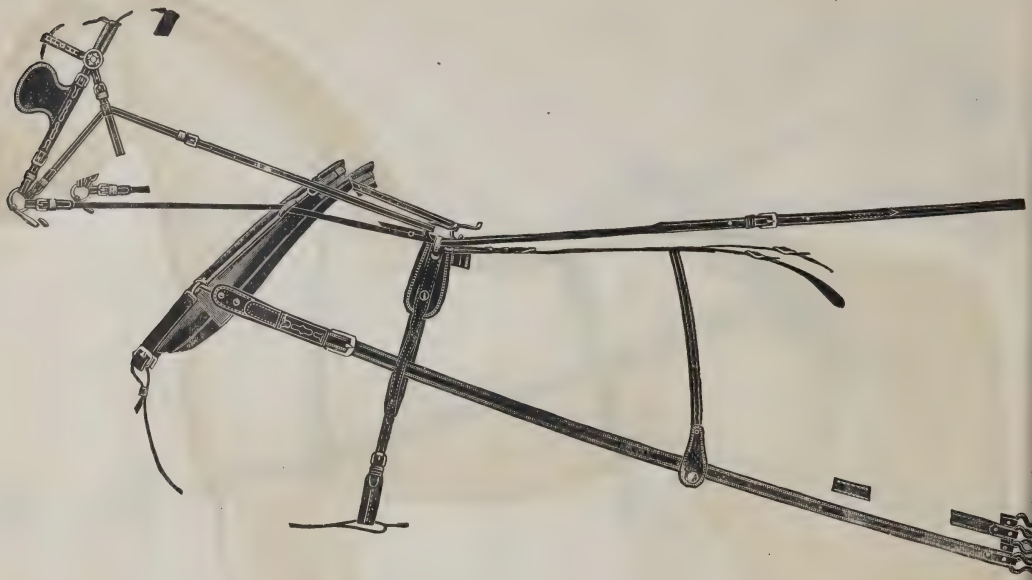
Price, nickel plain wire trimmings	$41.65
Cash with order	40.41
Extra for harness large enough for 1300 to 1500 lb. horses	2.00

W. B. Pratt, Sec'y. Rynex Corners, N. Y., July 25, 1895.

Dear Sir: I received the two sets of harness, and after examination, will say, that I am well pleased with them. They are all O. K. Yours truly,

CHAS. W. TULLOCH.

We claim for our work, honest material and honest workmanship. It is correct in style, neat and attractive. Such a harness makes any team look well, while those made at small shops by men not familiar with the latest styles and designs, may be good and serviceable, but be very inferior other ways. You should take this into consideration when you order a harness.



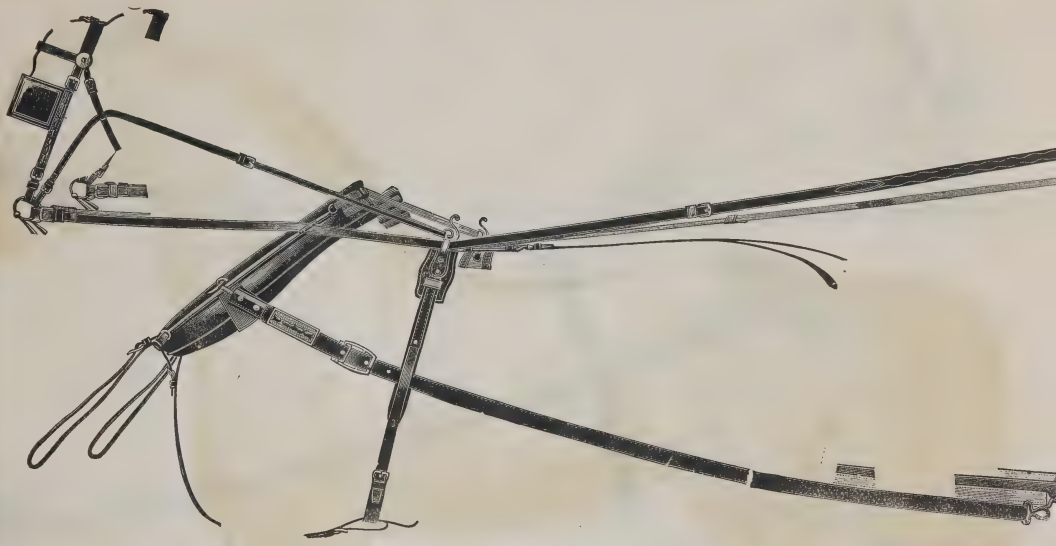
No. 55—TEXAS SPRING WAGON HARNESS.

Our customers will find No. 55 a very good harness for little money. It is not intended for horses that require larger than 19-inch collars.

BRIDLES, ¾-inch, box loops, flat reins, flat winker stays, sensible blinds. HAME TUGS, box loops, oval, iron bound, wood coach hames, 1½-inch spread strap. PADS, hook and terret, with 3½-inch swell housings, skirts single, bearers raised, double and stitched. TURNBACKS, ⅞-inch, round cruppers to buckle, HIP STRAPS, ¾-inch, with patent leather ornaments. BELLY BANDS, folded. TRACES, 1¼-inch, 6 feet, double and stitched, round edges with cockeyes, unless ordered without. LINES, round, 1-inch russet hand parts. POLE STRAPS, 1¼-inch. BREAST STRAPS, 1¼-inch, with slides and snaps. COLLARS, team kip. Two hitch straps.

Price, white metal trimmings..... $19.95
Cash with order..... 19.36

Directions for Measuring Collar on Page 103.



No. 50—DOUBLE SPRING WAGON HARNESS.

We furnish No. 50 in white metal and nickel trimmings. It will compare every way with harness that sell for $5.00 to $7.00 more than our price. If you do not think so on examination, send it back.

BRIDLES, ⅝-inch, box loops, round check reins and winker stays, patent leather blinds. HAME TUGS, box loops, champion trace buckles, oval, iron-bound wood coach hames. PADS, swell, inserted housings, harness leather bottoms, skirts and bearers single. TURNBACKS, ⅞-inch, scalloped and wave stitched, round cruppers. BELLY BANDS, folded. TRACES, 1¼-inch, 6½ feet, raised, double and stitched, round edges, with cockeyes, unless ordered without. LINES, flat, ⅞-inch, 1-inch hand parts. NECKYOKE STRAPS, 1¼-inch. CHOKE STRAPS, ⅞-inch. COLLARS, team kip. Two hitch straps.

W. B. Pratt, Sec'y. Mason, Fla., May 5, 1895.
Dear Sir: Harness received, and am well pleased with them. I found them just as you represented them to be. I hope you have received your money before this date. Please send me one of your catalogues. Yours truly,
R. L. CARLISLE.

Price, white metal trimmings	$22.20
Cash with order	21.54
With full nickel trimmings	23.95
Cash with order	23.24

Directions for Measuring Collar on Page 103.

No. 51—DOUBLE SPRING WAGON HARNESS.

No. 51 is a good, honest harness. We know it is better than many dealers sell for $30.00. Has 1¼ inch traces, which makes it just right for spring wagon, or for drawing ordinary loads on farm wagon.

BRIDLES, ⅝-inch, box loops, round reins and winker stays, patent leather sensible blinds. HAME TUGS, box loops, champion trace buckles, oval, iron-bound, wood coach hames. PADS, swell, inserted housings, harness leather bottoms, skirts single, bearers round. TURNBACKS, ⅞-inch, scalloped and wave stitched, round cruppers. BELLY BANDS, folded. TRACES, 1¼-inch, 6½ feet, raised, double and stitched, round edges, with cockeyes, unless ordered without. LINES, flat, 1-inch, 1⅛-inch hand parts. NECKYOKE STRAPS, 1¼-inch. CHOKE STRAPS, 1-inch. COLLARS, kip, turned edge, coach. Two hitch straps.

Price, white metal or japan trimmings	$24.25
Cash with order	23.53
With nickel trimmings, or brass trimmings, if preferred	26.75
Cash with order	25.95

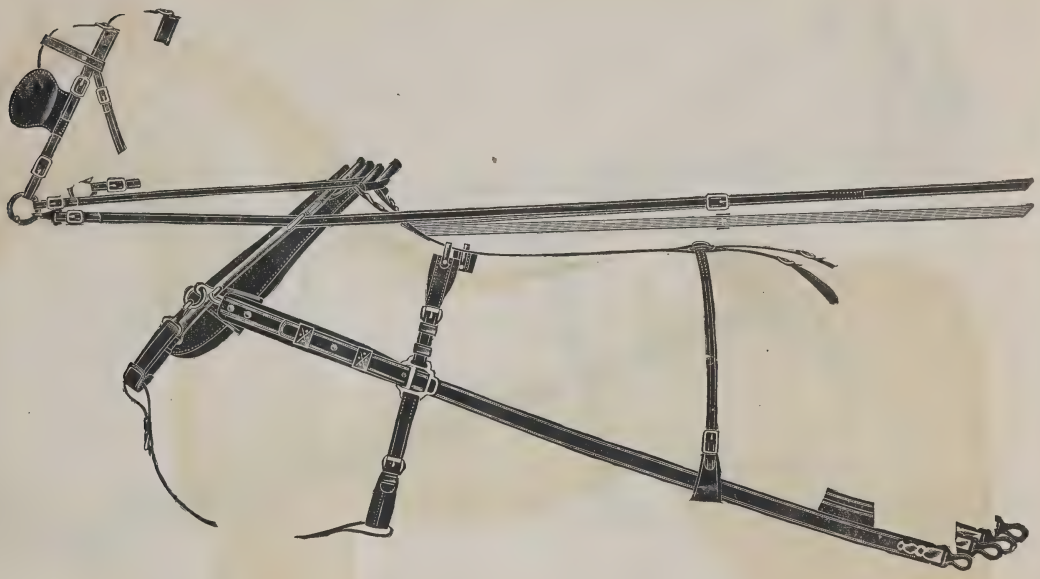
W. B. Pratt, Sec'y. Solon, N. Y., Nov. 26, 1895.

Dear Sir: I received my harness to-day, and am very well pleased with it. Kindly send me a catalogue in the spring and I will see what I can do in regard to a buggy.

Respectfully,

C. A. DWIGHT.

Directions for Measuring Collar on Page 103.



No. 102—TEAM HARNESS.

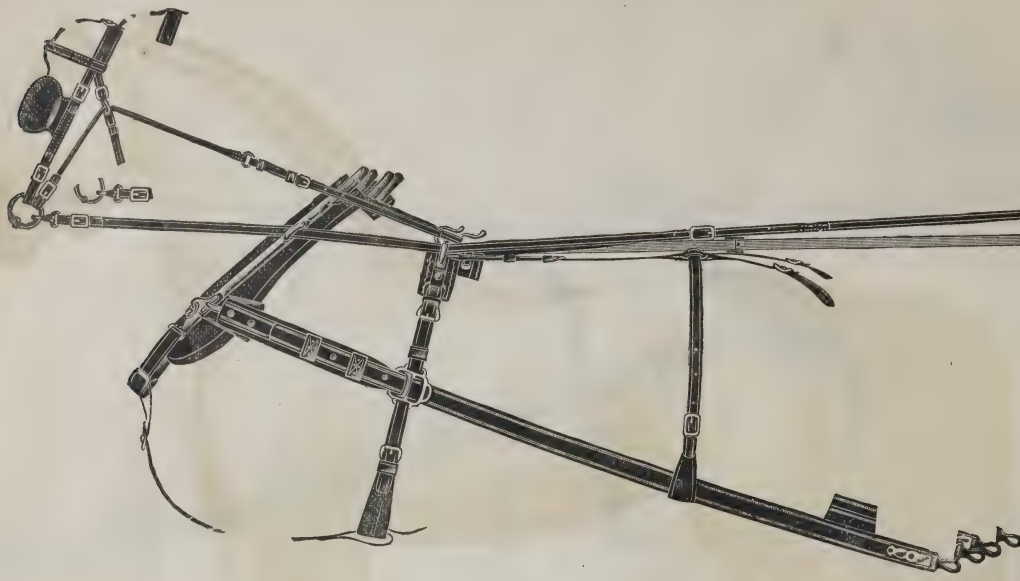
This is a splendid harness for little money. We feel so confident you will find it worth at least $5.00 to $7.00 more than our price, that it may be returned if not just as described, and entirely satisfactory.

BRIDLE, ⅞-inch, Jenny Lind or sensible blinds. HAMES, red, iron overtop. PADS, flat, folded, 1¼-inch billets. BACK STRAPS, 1¼-inch. HIP STRAPS, 1-inch. TRACES, 1½-inch, 5 ft. 10 inch., double and stitched, clip cockeyes. LINES, ⅞-inch, 15 ft., with snaps. BREAST STRAPS, 1½-inch, with slides and snaps. POLE STRAPS, 1½-inch. COLLARS, team, kip. Two hitch straps.

Price, white metal trimmings.....**$18.15**
Cash with order..... **17.61**

W. B. Pratt, Sec'y. Williams, Ia., March 30, 1895.
Dear Sir: I received the harness bought of you, and am well pleased with them. It is a pleasure to do business with a firm that do as they agree.
Yours respectfully,
W. R. BURNS.

Directions for Measuring Collar on Page 103.



No. 124—TEAM HARNESS.

No. 124 is a very good and reliable team harness. It will give you good service. Our wholesale price is about $8.00 less than others will charge you for harness no better.

BRIDLES, ¾-inch, sensible blinds, or square blinds if preferred, round reins and winker stays. HAMES, black, iron overtop. PADS, hook and terret, or self-adjusting, with 1¼-inch market strap tugs. BACK STRAPS, 1-inch. HIP STRAPS, 1-inch. TRACES, 1½-inch, 6 ft., double and stitched, clip cock-eyes. LINES, ⅞-inch, 18 ft., with snaps. BREAST STRAPS, 1½-inch, with slides and snaps. POLE STRAPS, 1½ inch. COLLARS, imitation Scotch. Two hitch straps.

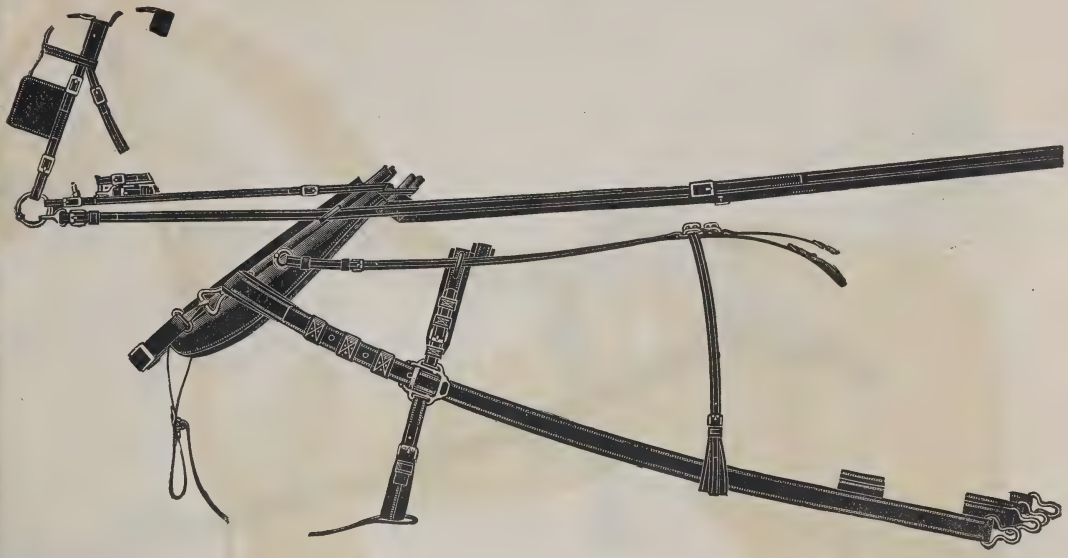
Price, with X C (white) metal trimmings.... .... **$19.60**
Cash with order. **19.02**
Extra for regular breeching (see page 104).... .... **3.00**

W. B. Pratt, Sec'y. Ransom, N. D., July 27, 1895.

Dear Sir: The harness you sent me is much better than I expected. I am well pleased with it, and you will receive my future orders.

Yours truly,
JOHN BANISH.

Directions for Measuring Collar on Page 103.



No. 118—TEAM HARNESS.

As the cut shows, No. 118 is a well-made, well-finished team harness. We know it is far ahead every way of harness that others sell for $30.00 to $32.00.

BRIDLES, ¾-inch, square or sensible blinds. HAMES, Concord, long staple. PADS, flat, folded, two loops, 1¼-inch billets. BACK STRAPS, ⅞-inch, double, running to rings in hames. HIP STRAPS, ⅞-inch. TRACES, 1½-inch, 6 feet, double and stitched. LINES, ⅞-inch, 20 feet, with snaps. BREAST STRAPS, 1¼-inch, with slides and snaps. POLE STRAPS, 1¼-inch. COLLAR STRAPS, ⅞-inch. COLLARS, imitation Scotch. Two hitching straps.

W. B. Pratt, Sec'y. Parkman, Wyo., May 15, 1895.

Dear Sir: I received my No. 118 team harness in fine shape, and can safely say that I saved $15.00 by sending to you for them. Yours truly,

E. J. OWEN.

Price, best white metal trimmings	**$22.65**
Cash with order	**21.98**
Extra for 1¾-inch traces, furnished with any of our harness in place of 1½-inch	**1.00**
Extra, shifting breeching (see page 104)	**3.00**

No. 1—TEAM OR FARM HARNESS.

For over sixteen years we have been selling No. 1 TEAM or FARM Harness. We cannot say that we have improved on the material, for that has always been good, but we have tried to improve on such details in workmanship as time and experience have shown that there is any chance for improvement.

We receive letters from customers who have used our harness for five or six years without paying one cent for repairs.

With perfect confidence in our harness, we are always glad to ship them anywhere for examination, to be returned if not from $5.00 to $10.00 cheaper than others charge for harness no better.

BRIDLES, ¾ inch, with nose band, round reins and winker stay, square blinds, unless sensible blinds (see No. 6, next page) are ordered. HAMES, black, X C iron overtop, spread straps and rings. PADS, long skirt, soft fancy leather housing, slip tug. BACK STRAPS, 1 inch. HIP STRAPS, 1-inch. TRACES, 1¼-inch, 6 feet 6 inches, double and stitched, with cockeyes. LINES, 1-inch, 18 feet, with snaps. BREAST STRAPS, 1½-inch, with slides and snaps. POLE STRAPS, 1½-inch. COLLAR STRAPS, ⅞-inch. COLLARS, No. 1, imitation Scotch. Two hitch straps.

Price, with best X C trimmings	$23.65
Cash with order	22.95
Extra for round lines, 1 inch flat hand parts instead of all flat	.75
Extra for 22-ft. lines instead of regular	.35
Extra for 1¾-inch traces in place of 1½-inch	1.00
Extra for two roller snaps	.25
Extra for collars that open at throat instead of regular	1.00
Extra for sweat pads for two collars, goat-hair filled, (page 103)	.50
Extra for harness large enough for horses weighing 1,300 to 1,500 pounds	2.00

Owing to lack of space we are unable to show full size cut of No. 1 with regular breeching, which we furnish with any of our team harness for $3 extra. Can be taken off in two minutes and will leave the harness with hip straps same as large cut above. For further description of breeching, see page 104.

No. 6—TEAM OR FARM HARNESS.

Our No. 6 Team or Farm Harness is exactly the same as No. 1, page 98, except the pads and hame tugs. It will be seen from cut that No. 6 has the short skirt, self-adjusting pad which is attached to the trace buckle by means of a pad strap, allowing the trace to be raised and lowered, while No. 1 has a loop through which the trace passes. The hame tug is longer and the trace buckle is connected with the belly band, as cut shows. Otherwise the description of No. 1 will apply to No. 6. We guarantee No. 6 will be as good as you will get anywhere else for $5.00 to $10.00 more than our price. Bridles with sensible blinds, unless square blinds (same as No. 1, page 98) are ordered.

W. B. Pratt, Sec'y. Delightful, Ohio, Nov. 6, 1895.
Dear Sir: I received the No. 6 team harness you sent me and it is all O. K. I am very much pleased with the same. as it is all you recommend.
Yours truly,
JACOB FUSSELMAN.

Price, with best X C trimmings	$23.65
Cash with order	22.95
Price of extras the same as No. 1, page 98.	
Extra 1¾ traces in place of 1½ traces	1.00
Extra regular breeching (removable). See page 103.	3.00
Extra for harness large enough for horses weighing 1,300 to 1,500 pounds	2.00

No. 119—CONCORD TEAM HARNESS WITH REGULAR BREECHING.

No. 119, with regular breeching and double back straps, is just the thing for heavy teaming. As the cut shows, it is made without pads and cruppers. Others charge $30.00 to $35.00 for harness not as good as our No. 119.

BRIDLES, ¾-inch, box loops, short round reins, round winker stays, square blinds, unless sensible blinds are ordered. HAMES, Concord, long staple. BREECHING, folded, 1¼-inch layer, ⅞-inch double back straps running to rings in hames, ⅞-inch double hip straps, ⅞-inch side straps. TRACES, 1½-inch, 6 feet, double and stitched, with cockeyes, or D and toggle if preferred. LINES, 1-inch, 20 feet, with snaps. BREAST STRAPS, 1½-inch, with slides and snaps. POLE STRAPS, 1½-inch, with rings. COLLAR STRAPS, ⅞ inch. COLLARS, imitation Scotch. Two hitching straps.

W. B. Pratt, Sec'y. Holstein, Mo., Nov. 18, 1895.

Dear Sir: I received my harness on the 17th in good condition, and am well pleased with it.

Yours respectfully,
WM. THEE.

Price, white metal trimmings	$25.10
Cash with order	24.35
Extra for 1¾-inch traces in place of 1½-inch traces,	1.00
Extra for folded pads same as No. 118, page 97	2.50
Extra for harness large enough for horses weighing 1,300 to 1,500 pounds	2.00

No. 119, when preferred, is furnished with solid double and stitched traces (no trace buckles), with heel chains, at same price.

Directions for Measuring Collar on Page 103.

No. 120—CONCORD TEAM HARNESS.

Our No. 120 Concord harness is very strong and serviceable. Hame tug buckles are suspended from the back straps so the traces and belly band will not drop down when the traces are slack. This answers the same purpose as a back pad. Back straps can be lengthened or shortened so that the harness will fit almost any team perfectly. Very few carry a harness in stock as fine as the No. 120; those who do, charge $10.00 more for it than we do.

BRIDLES, ¾-inch, box loops, short round reins, round winker stays, fancy face pieces, square or sensible blinds. HAMES No. 5, Concord, long staple. BREECHING, folded, with 1-inch layer, ⅞-inch double back straps running to market tugs and hames, ⅞-inch double hip straps, ⅞ inch side straps. TRACES, 1¼-inch, 6 feet, double and stitched. LINES, 1-inch, 20 feet, with snaps. BREAST STRAPS, 1¼-inch, with slides and snaps. POLE STRAPS, 1½-inch, with rings. COLLAR STRAPS, ⅞-inch. COLLARS, No. 1, imitation Scotch. Two hitch straps.

W. B. Pratt, Sec'y. Libertyville, Iowa, Aug. 5, 1895.

Dear Sir: I received the harness you sent me. They arrived all right, and I am well pleased with the same.

Yours truly,
WM. F. WOLFF.

Price, best white metal trimmings	$26.15
Cash with order	25.37
Extra for 1¾-inch traces in place of 1½-inch traces,	1.00
Extra for harness large enough for horses weighing 1,800 to 1,500 pounds	2.00

Directions for Measuring Collar on Page 103.

No. 109—CONCORD TEAM HARNESS.

No. 109 is a very fine Concord harness; in fact, we guarantee it to be as fine as others sell for $35.00 to $40.00. It will be shipped with that understanding, and may be returned on examination if not so found.

BRIDLES, ⅞-inch, sensible blinds, unless square blinds are ordered. HAMES, black, Concord; hame tugs, box loops. PADS, Concord, 1¼-inch billets. BREECHING, folded, 1¼-inch layer, 1¼-inch back straps, ⅞-inch double hip straps, ⅞-inch double side straps. TRACES, 2¼-inch, 6 feet, single strap, with 1½-inch points, with toggle ends if ordered. LINES, 1-inch, 18 feet, with snaps. BREAST STRAPS, 1½-inch, with slides and snaps. POLE STRAPS, 1½-inch. COLLAR STRAPS, ⅞-inch. COLLARS, imitation Scotch. Two hitching straps.

W. B. Pratt, Sec'y. Bristol Spa, N. Y., Oct. 7, 1895.
Dear Sir: The harness came all right, and am very much pleased with it. I have saved at least $6.00 from what I would have had to pay here.
Yours very truly,
D. G. FELLOWS.

Price, best Japan trimmings	$28.75
Cash with order	27.89
Extra for 2½-inch traces with 1¾-inch points	1.00
Extra for harness large enough for horses weighing 1,300 to 1,500 pounds	2.00

Directions for Measuring Collar on Page 103.

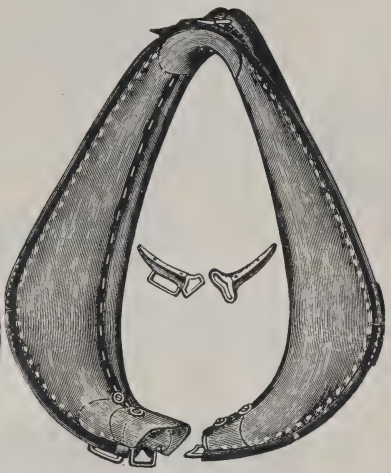
HARNESS PARTS.

Our prices on harness parts are wholesale and quite as low as dealers get when ordering in dozen lots. Owing to the very little profit made on harness parts, we are unable to ship them C. O. D. We guarantee what you order to be as represented or you may return it at our expense and your money shall be refunded.

No. 1. THONG-SEWED IMITATION SCOTCH COLLARS,

used on Nos. 1, 6, 103, 109½, 118, 119, 120.

Price.....**$1.75**



COLLARS OPEN AT THROAT.

Some prefer collars that open at the throat. We can furnish them, for $1.00 extra per pair, on any of our team harness.

SWEENY COLLARS.

Half Sweeny thong-sewed collars, like the above, cost 50 cents per pair extra on any of our team harness, in place of the regular imitation Scotch collars.

No. 8. TICK COLLAR.

Black leather back and rim, tick face, all thong-sewed. Price.....**$1.10**

TEAM COLLAR SWEAT PADS.

Goat-hair filled, per pair for two horses, 50 cents.

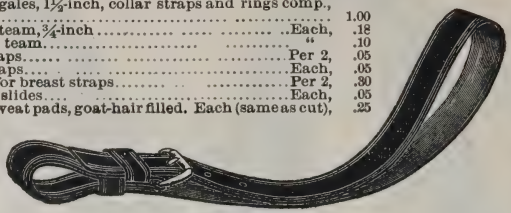
MEASURE THE COLLAR.

SIZE OF COLLARS.—Do not hesitate to send us your order, thinking we will not be able to fit your horses with collars. If you will give us the length of your old collars, measuring inside as above, we will send exact size, or if you will tell us about the weight of your horses, we can send you a very good fit. Unless the size wanted or weight of horse is mentioned, we send the size we know is used most in the State the order is from.

HARNESS PARTS.—Continued.

TEAM LINES, BRIDLES, ETC.

No. 1 team lines, 1 in., 18 ft., double flat	Per set,	$2 00
No. 1 team lines, 1 in., 22 ft., double flat	"	2.50
No. 1 round lines, 18 ft., 1-inch hand parts	"	3.00
No. 1 bridles, team, same as used on No. 1 farm harness	Each,	1.70
Team martingales, 1¼-inch, collar straps and rings comp., per pair		1.00
Hitch straps, team, ¾-inch	Each,	.18
Hame straps, team	"	.10
Small bolt snaps	Per 2,	.05
Large bolt snaps	Each,	.05
Roller snaps for breast straps	Per 2,	.30
Breast strap slides	Each,	.05
Team collar sweat pads, goat-hair filled. Each (same as cut),		.25



SHIFTING BREECHING.

Folded with 1⅛-inch layer, side straps 1-inch buckles for 1-inch hipstraps. Can be used on Nos. 102, 103, 124, 118, 1 and 6 Team Harness. Price, $3.00

BREAST STRAPS.

No. 1—1¼, with X C buckle	Per pair,	$0.70
No. 1—1½, with X C buckle	" "	.80
No. 1—1¾, with X C buckle	" "	.90
Add for breast strap slides	" "	.10
Add for 1½-inch bolt snaps	" "	.10

No. 61—Kip buggy collar....Each, $1.25
No. 58½—Half patent leather, " 1.25

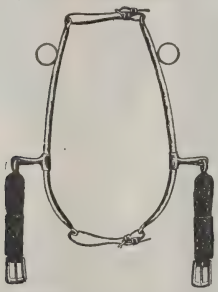
TEAM TRACES.

No. 106 X—1¼-inch, 6½ feet, cockeyes	Per set of 4,	$4.50
No. 106 X—1¾-inch, 6½ feet, cockeyes	" " 4,	5.00

DOUBLE BUGGY LINES.

No. 59—Black, ¾-inch flat lines, ⅞ inch hand parts, X C buckles	Per set,	$1.40
No. 60 - Black, ⅞-inch flat lines, 1-inch hand parts, X C buckles	" "	1.75
No. 62—Black, ⅞-inch flat lines, 1⅛-inch hand parts, nickel or imitation rubber buckles	" "	2.60

No. 61—Round lines, 1⅛-inch russet leather hand parts, nickel or imitation rubber....Per set, $3.00



HAMES AND HAME TUGS.

No. 15—Black iron hame, with hame straps, hame tugs with box loops and Japan buckles for 1-inch traces, $1.00. Same for 1¼-inch traces, $1.10. Same for 1¼-inch traces, $1.25.

BUGGY BRIDLES.

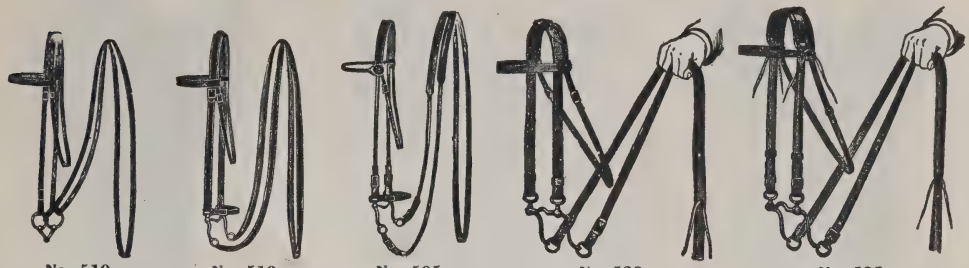
No. 13—⅝ inch box loop, flat winker stay, overcheck with nose band, bit and buckles....Each, $1.35

No. 14—⅝-inch box loop, round winker stay, overcheck with nose band, nickel bit and buckles, Each, $1.50

BUGGY TRACES.

No. 14—5 feet 10 inches, flat, round edge.		
1-inch	Per pair,	$1.10
1⅛-inch	" "	1.20
1¼-inch	" "	1.40
No. 59—6 feet 4 inches, flat, round edge.		
1-inch	" "	1.26
1⅛-inch	" "	1.40
1¼-inch	" "	1.57
No. 18—6 feet, raised, round edge.		
1-inch	" "	1.35
1⅛-inch	" "	1.49
1¼-inch	" "	1.66

RIDING BRIDLES.



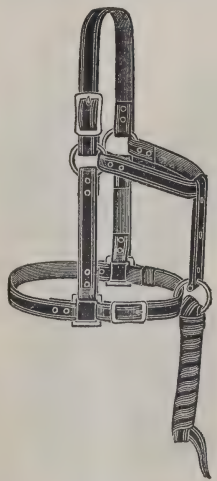
No. 510. No. 516. No. 505. No. 529. No. 535.

No. 510. Riding bridle, fair leather, all flat work, no martingales, with X C ring bit, ¾ cheek..... $0.65
No. 516. Riding bridle, fair leather, all flat work, no martingales, with X C curb bit, ¾ cheek..... .75
No. 502. Same as 516, only nickel..... .90
No. 505. Riding bridle, fair leather, with round cheek, and part of rein rounded, with nickel curb bit..... 1.80
No. 529. Double head stall, to buckle on top, 6½ feet guirt reins, X C buckles and curb bit, oiled stock, ⅞ cheek..... .95
No. 535. Two-inch solid crown, with layer, double cheeks to buckle in bit, reins, 6½ feet, with buckles and billets, or to loop in nickel buckles and nickel curb bit, oiled stock, ⅞-inch cheek..... 1.20

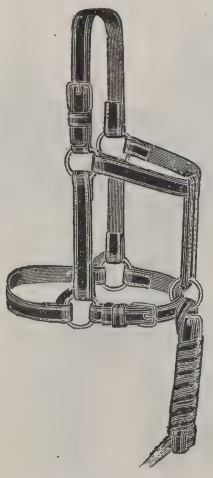
SADDLE BLANKETS.

No. 1. Felt saddle blanket..... $0.75
No. 2. Felt saddle blanket..... 1.00
No. 3. Fancy trimmed felt saddle blanket..... 1.25
No. 4. Fancy trimmed felt saddle blanket..... 1.50
No. 7. Fancy trimmed felt saddle blanket..... 2.00

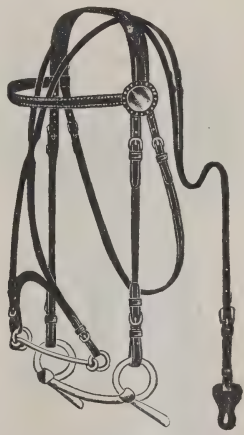
When blankets are wanted for ladies' saddles, mention it.



No. 476. Five-ring halter, without tie. Price, 1-inch..... $0.65
1¼-inch, without tie..... .75
No. 476½. Five ring halter. Price, 1-inch, with leather tie..... .90
1¼-inch, with leather tie..... 1.00

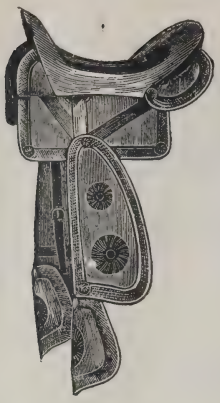


No. 478. Five-ring halter. Price, 1-inch, without tie..... $0.75
1¼-inch, without tie..... .85
No. 478½. 1-inch, with leather tie..... 1.05
1¼-inch, with leather tie..... 1.15



No. 311. Open bridle, round cheeks, overcheck, nickel bit, nickel buckles, or imitation rubber buckles if preferred..... $2.00
No. 311. Open bridle, round cheeks, genuine rubber buckles..... 2.45

No. 480. Neckhalter, 1¼-inch neck strap, 1-inch tie..... $0.60
1½-inch neck strap, 1¼-inch tie..... .75



No. 130.

TREE, 14-inch, McClellan. STIRRUP LEATHERS, 1-inch. TIE STRAPS, 1-inch, 4 feet. GIRTH, 3-inch, cotton back band. STIRRUPS, 2¾-inch, wood. Weight, 8 lbs.

Price, cash with order.....**$4.30**

SADDLE DEPARTMENT.

We show on this and the following pages a number of the most desirable saddles. They are first-class in quality of workmanship, and our prices are very much below the usual prices. It costs but little to send these saddles by express or freight. If you are more than five hundred miles from us, and can wait to have the saddle come by freight, it is cheaper.

Saddles are shipped subject to approval, same as everything else, and may be returned at our expense, both ways, if not as represented and satisfactory. We have added a very small profit to the cost of our saddles, and wish our customers would please send the money with the order where the price of saddle is less than $7.00.

No. 132.

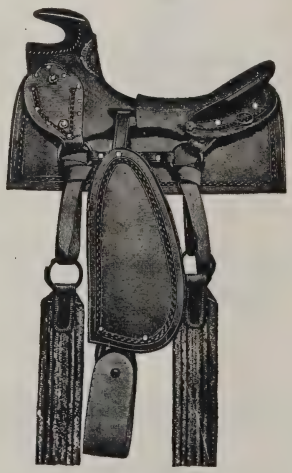
TREE, 14½-inch, McClellan, hide-covered. STIRRUP LEATHERS, 1¼-inch. TIE STRAPS, 1¼-inch, 4 feet. GIRTH, 4-inch, cotton back band with safes. STIRRUPS, 3-inch, wood. Brass ovals and hearts. Weight, about 15 lbs.

Price.....**$7.85**
Cash with order..... **7.62**

No. 144.

TREE, 13-inch, Morgan. STIRRUP LEATHERS, 1-inch. TIE STRAPS, 1-inch, 4 feet. GIRTH, 3-inch, cotton back band. STIRRUPS, 4-inch, wood, bolt. Weight, 10½ lbs.

Price, cash with order.....**$4.55**



No. 148.

TREE, 13-inch, Morgan. STIRRUP LEATHERS, 1-inch. TIE STRAPS, 1-inch, 4 feet. GIRTHS, 3-inch, cotton back band. STIRRUPS, 4-inch, wood, bolt. Weight, 11½ lbs.

Price, cash with order.....**$5.25**

No. 154.

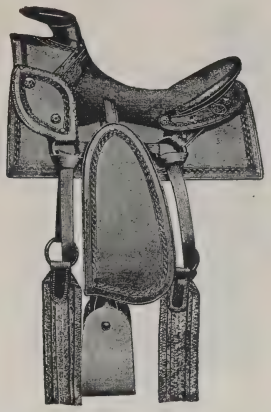
TREE, 13½-inch, Prairie, hide covered. SKIRTS, 20-inch. STIRRUP LEATHERS, 1¼-inch. TIE STRAPS, 1¼-inch, 4 feet. GIRTHS, 3-inch, cotton back band. STIRRUPS, 4-inch, wood, bolt. Weight, about 12 lbs.

Price, cash with order.....**$5.70**

No. 152.

TREE, 13½-inch, Morgan, hide covered. SKIRTS, 19-inch. STIRRUP LEATHERS, 1⅛-inch. TIE STRAPS, 1-inch, 4 feet. GIRTH, cotton strand, Texas. STIRRUPS, 4-inch, wood, bolt. Weight, about 13 lbs.

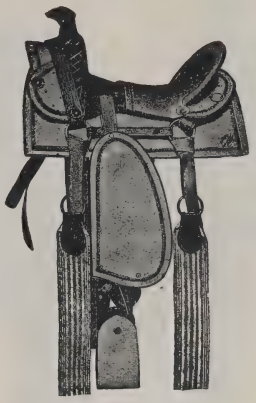
Price, cash with order.....**$6.15**



No. 153.

TREE, 13-inch, Morgan, hide-covered. SKIRTS, 19-inch. STIRRUP LEATHERS, 1⅛-inch. TIE STRAPS, 1⅛-inch, 4 feet. GIRTHS, 3-inch, cotton back band. STIRRUPS, 4-inch, wood, bolt. Weight, 13 lbs.

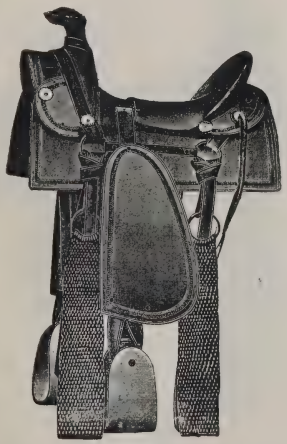
Price, cash with order.....**$6.75**



No. 155.

TREE, 14-inch, Daisy, steel fork, hide covered. SKIRTS, 21-inch. STIRRUP LEATHERS, 1¼-inch. TIE STRAPS, 1⅛-inch, 4 feet. GIRTH, 13 cord, cotton. STIRRUPS, 4-inch, wood, bolt. Weight, about 14 lbs.

Price.....**$7.05**
Cash with order..... **6.84**



No. 157.

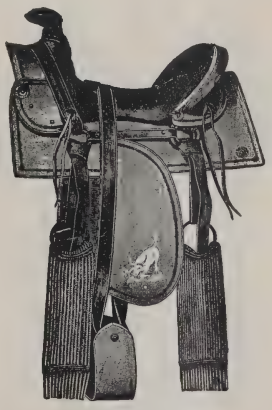
TREE, 13½-inch, Daisy, steel fork, hide covered. SKIRTS, 20½-inch. STIRRUP LEATHERS, 1½-inch. TIE STRAPS, 1⅛-inch, 4 feet. GIRTHS, solid, soft gray hair. STIRRUPS, 4-inch, wood, bolt. Stitched cantle. Weight, 16 lbs.

Price.....**$7.85**
Cash with order **7.62**

No. 158.

TREE, 14-inch, Daisy, steel fork, hide covered. SKIRTS, 21-inch. STIRRUP LEATHERS, 1½-inch. TIE STRAPS, 1¼-inch. 4½ feet. GIRTHS, soft gray hair. STIRRUPS, 4-inch, wood, bolt. Roll cantle. Weight, 17 lbs.

Price..... ...**$8.75**
Cash with order..... **8.50**



No. 159.

TREE, 14-inch, Daisy, steel fork, hide covered. SKIRTS, 22½-inch. STIRRUP LEATHERS, 1⅝-inch. TIE STRAPS, 1¼-inch, 4½ feet. GIRTHS, soft gray hair. STIRRUPS, 4-inch, wood, bolt. Roll cantle, with reed. Covered rings. Weight, 19 lbs.

Price.....**$9.35**
Cash with order..... **9.07**

No. 181.

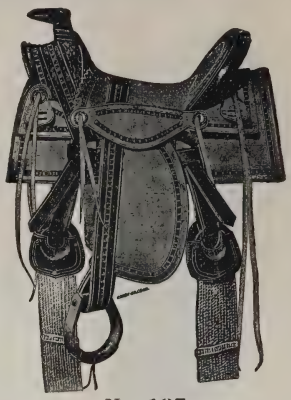
TREE, 14½-inch, Steininger, steel fork, hide covered. SKIRTS, 23-inch. STIRRUP LEATHERS, 1¾-inch. TIE STRAPS, 1⅝-inch, 4½ feet. GIRTHS, California strand, soft gray hair. STIRRUPS, 4-inch, wood, bolt, leathered. Roll cantle. Covered rings. Weight, 21 lbs.

Price $11 60
Cash with order..... 11.26

No. 188.

TREE, 15-inch, Cheyenne, steel fork, hide covered. SKIRTS, 25-inch. STIRRUP LEATHERS, 2-inch. TIE STRAPS, 1½-inch, 5½ feet, 1¾-inch buckle straps on off side. GIRTHS, solid, soft gray hair. STIRRUPS, 4-inch, wood, bolt, leather bottom. Roll cantle. Covered rings. Weight, 22½ lbs.

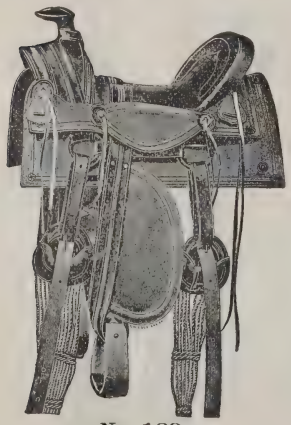
Price $12.95
Cash with order..... 12.57



No. 197.

TREE, 15-inch, Cheyenne, steel fork, hide covered. SKIRTS, 26-inch, wool lined. STIRRUP LEATHERS, 2½-inch. TIE STRAPS, 1½-inch, 5½ feet, 1¾-inch buckle straps on off side. GIRTHS, California strand, soft gray hair. STIRRUPS, 1½-inch, "ox bow," bolt, laced leather bottom. Roll cantle. Covered rings. Loop seat. Weight, 26 lbs.

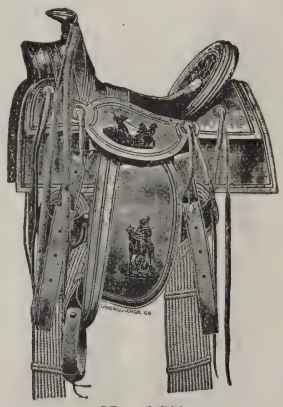
Price $17.40
Cash with order..... 16.88



No. 189.

TREE, 15-inch, Frieseke, steel fork, hide covered. SKIRTS, 26-inch, wool lined. STIRRUP LEATHERS, 2½-inch. TIE STRAPS, 1½-inch, 6 feet, 1¾-inch buckle straps on off side. GIRTHS, California strand, soft gray hair. STIRRUPS, 3-inch, oiled, wood, bolt, leather bottom. Roll cantle. Covered rings. Weight, about 27 lbs.

Price..... $18.65
Cash with order..... 18.09



No. 185.

TREE, 15-inch, Creole, steel fork, hide covered. SKIRTS, 27½-inch, wool lined. STIRRUP LEATHERS, 2½-inch. TIE STRAPS, 1½-inch, 6 feet, 2-inch buckle straps on off side. GIRTHS, California strand, white Angora hair. STIRRUPS, 1½-inch, "Ox Bow," leather bottom. Roll cantle, with reeds. Covered rings. Weight, about 31 lbs.

Price..... $18.90
Cash with order..... 18.34

No. 180.

TREE, 15¼-inch, Pueblo, steel fork, hide covered. SKIRTS, 27½-inch, wool lined. STIRRUP LEATHERS, 3-inch. TIE STRAPS, 1¾-inch, 6 feet long, 2-inch buckle straps on off side. GIRTHS, California strand, white hard hair. STIRRUPS, 1¼ inch, iron, leather covered. Roll cantle, with reeds. Covered rings. Raised figure in cantle, jockey and fender. Weight, 32 lbs.

Price..... $21.35
Cash with order..... 20.71

No. 186.

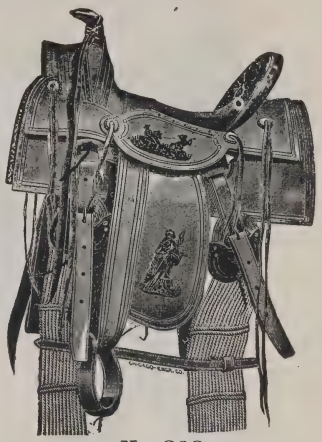
TREE, 15-inch, Creole, steel fork, hide covered. SKIRTS, 27½-inch, wool lined. STIRRUP LEATHERS, 2½-inch. TIE STRAPS, 1¼-inch, 6 feet long, 2-inch buckle straps on off side. GIRTHS, California strand, white Angora hair. STIRRUPS, 1½-inch, "Ox Bow," leather bottom. Roll cantle, with reeds. Covered rings. Llama pockets. Raised figure in cantle, jockey and fender. Weight, 32 lbs.

Price.....**$22.25**
Cash with order..... **21.59**

No. 203.

TREE, 15¼-inch, Frieseke, steel fork, hide covered. SKIRTS, 27½-inch, wool lined. STIRRUP LEATHERS, 2½-inch. TIE STRAPS, 1⅝-inch, 6 feet long, 1¾-inch buckle straps on off side. GIRTHS, California strand, white hard hair, wool lined chapes. STIRRUPS, 2-inch, wood, brass bound, laced leather bottom. Extended roll cantle. Covered rings. Weight, 31½ lbs.

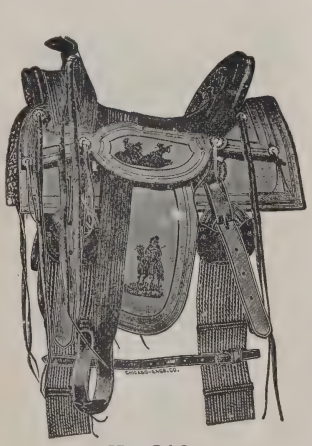
Price.....**$24.00**
Cash with order..... **23.28**



No. 206.

TREE, 16-inch, Frieseke, steel fork, hide covered. SKIRTS, 28-inch, wool lined. STIRRUP LEATHERS, 3-inch. TIE STRAPS, 1⅝-inch, 6¼ feet, 1¾-inch buckle straps on off side. GIRTHS, both California strand, white hard hair, or rear cinch, heavy cotton web. STIRRUPS, 1¼-inch, iron, leather covered. Raised figure in cantle, jockey and fender. Weight, 35 lbs.

Price.....**$24.75**
Cash with order..... **24.01**



No. 210.

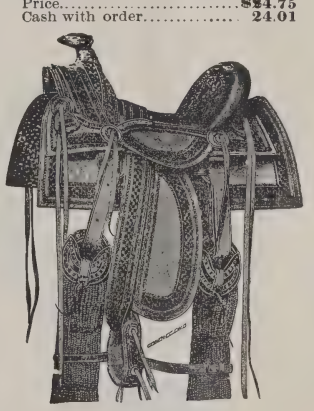
TREE, 16-inch, Frieseke, steel fork, hide covered. SKIRTS, 29-inch, wool lined. STIRRUP LEATHERS, 3-inch. TIE STRAPS, 1¾-inch, 6¼ feet, 2-inch buckle straps on off side. GIRTHS, California strand, white hard hair, wool lined chapes. STIRRUPS, 1¼-inch, iron, leather covered. Roll cantle, with oval raise. Covered rings. Weight, 38 lbs.

Price.....**$25.50**
Cash with order..... **24.74**

No. 205.

TREE, 16-inch, White River, steel fork, hide covered. SKIRTS, 30-inch, wool lined. STIRRUP LEATHERS, 3-inch. TIE STRAPS, 1¾-inch, 6¼ feet, 2-inch buckle straps on off side. GIRTHS, both California strand, white hard hair, wool lined chapes, or rear cinch heavy cotton web. STIRRUPS, 1¼-inch, iron, leather covered, or 2 inch, wood, brass bound. Roll cantle. Covered rings. Weight, 34 lbs.

Price.....**$27.50**
Cash with order..... **26.68**
For hand stamped border, add. **1.50**



No. 208.

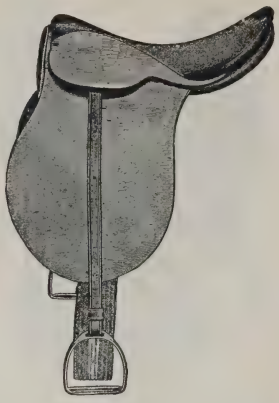
TREE, 16-inch, Frieseke or Visalia, steel fork, hide covered. SKIRTS, 30¼-inch, wool lined. STIRRUP LEATHERS, 3-inch. TIE STRAPS, 1¾-inch, 6½ feet, 2-inch buckle straps on off side. GIRTHS, both California strand, white hard hair, wool lined chapes, or rear cinch heavy cotton web. STIRRUPS, 1¼-inch, iron, leather covered, or 2-inch, wood, brass bound, leather bottom. Extended roll cantle. Covered rings. Raised stamped border and seat. Weight, 39 lbs.

Price.....**$33.00**
Cash with order..... **32.01**
If single rigged, deduct..... **1.35**

No. 232.

TREE, 15½-inch, Somerset. SKIRTS, hogskin, impression. SEATING, hogskin. PAD, sheepskin, drill lined. STIRRUP LEATHERS, 1-inch. STIRRUPS, 2½-inch, wood. GIRTHS, corded cotton. Weight, 8 lbs.

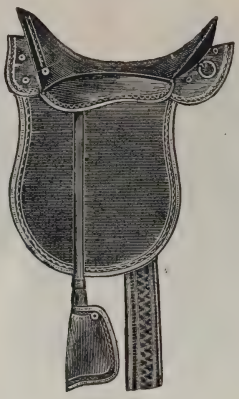
Price, cash with order.....**$4.75**



No. 234.

TREE, 16-inch, cut back English. SKIRTS, hogskin, impression. SEATING, hogskin. PAD, sheepskin, all wool linsey lined, hogskin faced. STIRRUP LEATHERS, 1-inch. GIRTHS, corded cotton. STIRRUPS, iron. Weight, 9½ lbs.

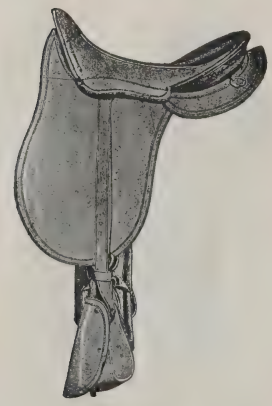
Price.....**$7.05**
Cash with order..... ... **6.84**



No. 131.

TREE, 14½-inch, McClellan, hide covered. STIRRUP LEATHERS, 1¼-inch. GIRTHS, corded, buckle. STIRRUPS, 2½-inch, wood. Stitched bars and cantle. Weight, about 11 lbs.

Price.....**$7.20**
Cash with order. **6.99**



No. 218.

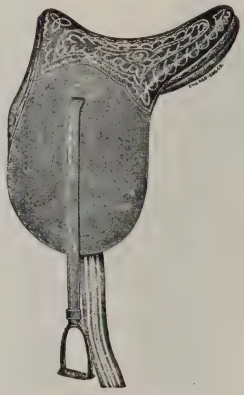
TREE, 16-inch, Princess. SKIRTS, hogskin, impression. STIRRUP LEATHERS, 1¼-inch. GIRTHS, 3½-inch, worsted web, with safes, ring and buckle. STIRRUPS, 3-inch, wood. Stitched bars and cantle. Weight, about 10 lbs.

Price **$8.40**
Cash with order..... **8.15**

No. 236.

TREE, 16½-inch, cut back English. SKIRTS, hogskin, impression. SEATING, hogskin. PAD, sheepskin, all wool linsey lined, hogskin faced. STIRRUP LEATHERS, 1-inch. GIRTHS, corded cotton. STIRRUPS, iron. Weight, 10 lbs.

Price.....**$8.75**
Cash with order..... **8.49**



No. 212.

TREE, 16½-inch, Somerset, spring bar. SKIRTS, hogskin, impression. SEATING, calfskin, or black goatskin, quilted. STIRRUP LEATHERS, 1¼-inch. PAD, sheepskin, flannel lined. GIRTH, corded cotton. STIRRUPS, iron. Weight, 12 lbs.

Price **$9.30**
Cash with order..... **9.02**

No. 238.

TREE, 17-inch, cut back English, bars ironed. SKIRTS, hogskin, impression. SEATING, hogskin. PAD, sheepskin, all wool linsey lined, hogskin faced. STIRRUP LEATHERS, 1-inch. GIRTHS, 2½-inch, worsted. STIRRUPS, iron. Weight, 11 lbs.

Price,.....**$10.50**
Cash with order..... **10.19**

No. 219.

TREE, 17½-inch, Park. SKIRTS, hogskin, impression. STIRRUP LEATHERS, 1¼-inch. GIRTH, 3½-inch, worsted web, with safes, ring and buckle. STIRRUPS, 3-inch, wood. Stitched bars and cantle. Weight, about 13 lbs.

Price.....**$13.80**
Cash with order..... **13.39**

No. 259.

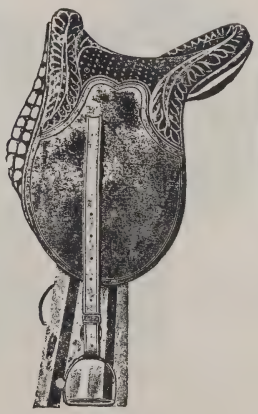
TREE, 17½-inch, Ruwart. SEATING fancy plush. PAD, sheepskin, padded bars. GIRTH, 3-inch, cotton back band, ring. LEAPING HORN. Weight 10½ lbs.

Price, cash with order.....**$6.10**

No. 239.

TREE, 17-inch, cut back English, bars ironed, with patent stirrup bars. SKIRTS, pigskin, impression. SEATING, pigskin. PAD, sheepskin, English serge lined, pigskin faced. STIRRUP LEATHERS, 1½-inch. GIRTHS, 2½-inch, worsted. STIRRUPS, nickel, iron. Weight, 11 lbs.

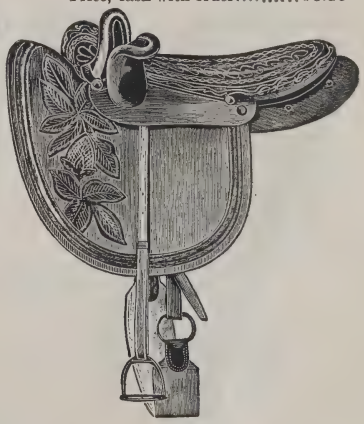
Price.....**$13.80**
Cash with order..... **13.39**



No. 214.

TREE, 17½-inch, Somerset, spring bar. SKIRTS, hogskin, impression. SEATING, calfskin, or black goatskin, quilted, hand raised, star stitched. STIRRUP LEATHERS, 1¼-inch. PAD, sheepskin, all wool linsey lined. GIRTHS, worsted cotton. STIRRUPS, iron. Weight, 15½ lbs.

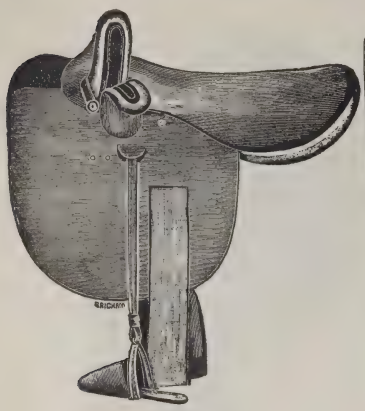
Price.....**$14.70**
Cash with order **14.26**



No. 261.

TREE, 18-inch, Ruwart. SEATING, hog, calf, or enamel leather, quilted. PAD, sheepskin, padded bars. GIRTH, corded cotton, ring. LEAPING HORN, seamed. Made also in Misses' size. Weight, 10 lbs.

Price.....**$7.50**
Cash with order..... **7.28**



No. 285.

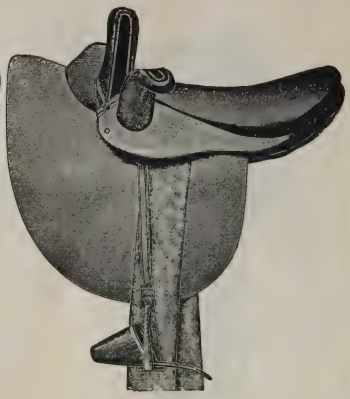
TREE, 18½-inch, English Somerset. SEATING, genuine buck. PAD, sheepskin, drill lined. GIRTH, 3½-inch, fancy cotton. SURCINGLE, 3½-inch, cotton. LEAPING HORN, seamed. Weight 13 lbs.

Price $9.00
Cash with order 8.73

No. 273.

TREE, 18-inch, Ruwart. SEATING, genuine buck, quilted. PAD, sheepskin, padded bars. GIRTHS, solid soft gray hair. LEAPING HORN, seamed. Weight, about 14 lbs.

Price $9.30
Cash with order 9.02



No. 284.

TREE, 18½-inch, English Somerset. SEATING, hogskin, or genuine buck. PAD, sheepskin, flannel lined. GIRTH, 3½-inch, worsted cotton. SURCINGLE, 3½-inch, worsted cotton. LEAPING HORN, seamed. Weight, about 13 lbs.

Price $10.20
Cash with order 9.90

No. 291.

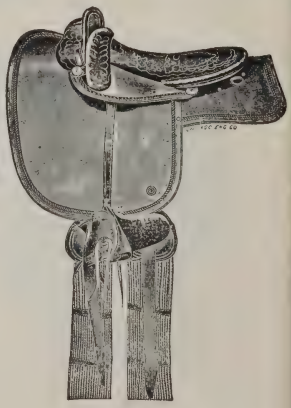
TREE, 18-inch, Ruwart, with roll. SEATING, moquette, enamel leather, quilted rolls. PAD, sheepskin, padded bars. GIRTHS, 13 cord, cotton, ring. SURCINGLE, 1½-inch, leather. LEAPING HORN, seamed. Weight, 16 lbs.

Price $10.80
Cash with order 10.48

No. 276.

TREE, 18-inch, Ruwart, with roll. SEATING, skirting leather or genuine buck. SKIRTS, 24-inch, wool lined. TIE STRAPS, 1½-inch, 5½-feet. BUCKLE STRAPS, 1½-inch. GIRTHS, California strand, white Angora hair. TAPIDERO STIRRUP, wool lined. LEAPING HORN, seamed. Covered rings. Weight, about 21 lbs.

Price $12.90
Cash with order 12.52



No. 274.

TREE, 18-inch, Ruwart. SEATING, genuine buck, quilted or skirting leather, PAD, wool sheepskin, padded bars. TIE STRAPS, 1½-inch, 5½-feet. GIRTHS, California strand, white Angora hair. TAPIDERO STIRRUP, wool lined. LEAPING HORN, seamed. Weight, about 21 lbs.

Price $15.25
Cash with order 14.80

1179

Acme Road Racer.

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No work done until the bicycle arrives and is examined. We pay express charges both ways if not as represented.

Write for particulars and catalogue to-day. We have no agents.

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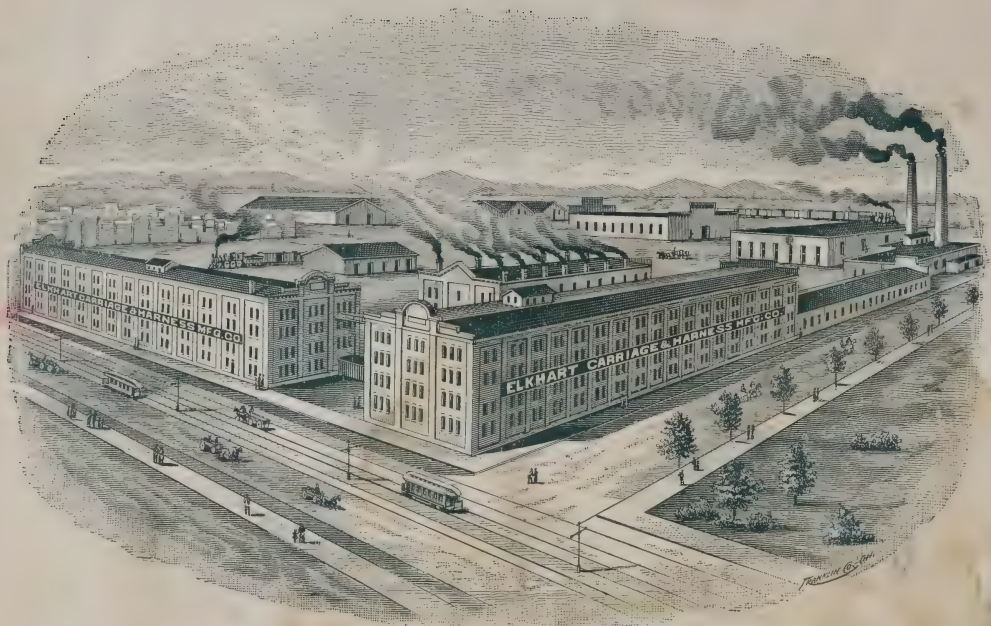

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